

The Global Newspaper
Published in Paris
Printed simultaneously
in Paris, London, Zurich,
Hong Kong, Singapore,
The Hague, Marseille, Miami.

INTERNATIONAL Tribune

Published With The New York Times and The Washington Post

No. 82,286 \$0/86

LONDON, THURSDAY, DECEMBER 11, 1986

ESTABLISHED 1887

Casey Denies Report He Knew in Advance Of Funds Diversion

LAITE NEWS Reagan Grants Extra Holiday

WASHINGTON — President Ronald Reagan has designated Friday, Dec. 26, as a federal holiday, giving government workers an extended Christmas weekend, the White House said Wednesday.

In making the announcement, the White House cited the practice of presidents in the past when Christmas fell on a Thursday.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

Reagan's decision was announced by a spokesman in the White House.

The holiday will be observed by federal employees and by many state and local governments.

United Press International

WASHINGTON — William J. Casey, the director of the CIA, testified Wednesday under oath that he had no advance knowledge of the diversion of funds to the Nicaraguan rebels from the Reagan administration's secret sale of arms to Iran.

Representative Gus Yatron, Democrat of Pennsylvania, said that Mr. Casey said during a closed session of the House Foreign Affairs Committee that he first learned of the fund diversion in late November when informed of it by Attorney General Edwin Meese III.

Mr. Casey's testimony contradicted a New York Times report Wednesday that he had learned of the funds transfer nearly a month earlier after it was detected by agents of the Central Intelligence Agency.

The Times said Mr. Casey and several CIA officials confronted Vice Admiral John M. Poindexter, then President Ronald Reagan's national security adviser, who in turn promised to look into the reported diversion.

Meanwhile, the U.S. ambassador to Lebanon, John H. Kelly, was interviewed by the Federal Bureau of Investigation and a second U.S. diplomat was summoned home for questioning in the Iran arms investigation, the State Department said Wednesday.

A department spokesman, Philip Oakley, said Mr. Kelly was questioned Tuesday by the FBI. He also was interviewed by State Department officials, he said.

Mr. Kelly was summoned home from his post in Beirut after telling Secretary of State George P. Shultz that he had communicated about hostage cases to White House officials of the National Security Council, including Mr. Poindexter, and his deputy, Lieutenant Colonel Oliver L. North, in a private "back channel" that bypassed Mr. Shultz and the State Department.

Admiral Poindexter and Colonel North, who was dismissed two weeks ago, have declined to testify before Congress, citing their Fifth Amendment constitutional right against possible self-incrimination.

Ms. Oakley said that David Hanson, chargé d'affaires in the U.S. Embassy in Damascus, has been summoned home to answer questions.

She said Mr. Hanson's return should be seen as "part of the ongoing effort to get facts from all sides."

According to Mr. Yatron, Mr. Casey said he had "no knowledge" of the CIA-operated communication link used by Mr. Kelly in his talks with the White House.

Mr. Casey was permitted to appear before the committee.

See IRAN, Page 7



Arabs Clash With Israeli Army in Gaza

Youths at the Burji Palestinian refugee camp in the occupied Gaza Strip hurled stones at Israeli troops on Wednesday. The soldiers were reported to have shot a 15-year-old Palestinian girl in the hand in the disturbance. Page 6.

Wiesel, at Oslo, Makes Plea for Palestinians

By Elie Wiesel

OSLO — Elie Wiesel, the Jewish author who survived a Nazi concentration camp, was in Oslo Wednesday to accept the 1986 Nobel Peace Prize. He made a plea for the Palestinian people. But he said that violence would not bring a solution.

"Human rights are being violated on every continent," he said in his acceptance speech. "More people are oppressed than free."

"And then, too, there are the Palestinians whose plight I am sensitive but whose methods I deplore. Violence and terrorism are not the answer. Something must be done about their suffering, and soon."

"I must leave, for I have faith in the Jewish people. Let Israel be given a chance. Let hatred and danger be removed from her borders, and there will be peace in and around the Holy Land."

Mr. Wiesel, 58, who is Romanian-born, saw his family killed in Hitler's concentration camps as a boy. He was the first to use the term "holocaust" to describe the Nazi massacre of 6 million Jews. He said Wednesday that it was impossible to be neutral in the face of oppression.

He said he planned to use the 2 million Swedish crowns (\$290,000) prize money to form a human rights foundation that will organize a conference on combating hatred.

Before Mr. Wiesel made his plea for human rights, police arrested some 200 Palestinian demonstrators in front of the University of Oslo, where he accepted the prize.

The demonstrators, mostly women, had chained themselves together and were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.



Elie Wiesel, accepting the 1986 Nobel Peace Prize in Oslo.

rights foundation that will organize a conference on combating hatred.

Before Mr. Wiesel made his plea for human rights, police arrested some 200 Palestinian demonstrators in front of the University of Oslo, where he accepted the prize.

The demonstrators, mostly women, had chained themselves together and were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

They were chanting against the Israeli occupation of the West Bank and the Gaza Strip.

Filipinos Pause In 17-Year War; Rebels Celebrate Fragile Truce

By Keith B. Richburg

MANILA — Communist insurgents and government troops began a fragile two-month truce Wednesday after 17 years of continuous warfare, and thousands of unarmed rebels marked the occasion by descending from the hills to celebrate in city centers.

In Bacolod City on the poverty-stricken island of Negros, church bells rang out as thousands of rebels and supporters marched to the main square waving flags of the outlawed National Democratic Front. The front negotiated the truce for the Communist Party of the Philippines and its military wing the New People's Army.

In Cagayan de Oro, a port city on the island of Mindanao, in the south, more than 2,000 rebels and sympathizers paraded through town shouting "thank you, Mr. President, for the ceasefire!"

There were no apparent violations of the truce.

The only violence reported Wednesday came when an unidentified gunman opened fire on a crowd of leftist demonstrators in Davao City on Mindanao, killing one person and injuring five others, according to news agency reports.

The ceasefire, agreed Sunday, took effect despite a series of last-minute difficulties that threatened to scuttle the pact.

Although both sides managed to smooth over their differences after daylong meetings on Tuesday, the wrangling over terms and definitions underscored the fragility of the truce and the suspicion that characterizes both sides.

The differences also exposed an apparent schism between the civilian politicians on the negotiating panel and elements in the powerful military establishment.

Although military officials have expressed skepticism about signing any truce with the rebels, they will be primarily responsible for making it work.

A crisis in negotiations was resolved when the rebels agreed not to brandish their guns and grenade launchers in population centers and the military agreed that only the civilian Integrated National Police would undertake "peacekeeping" patrols.

But a lingering mistrust must public celebrations of the truce, and both sides voiced only guarded optimism that the unprecedented ceasefire will last.

President Corason C. Aquino.



Saturnino Ocampo, a rebel negotiator, addressing a Manila rally Wednesday.

There was a truce with the rebels, a central goal of the 17-year war.

Mr. Ocampo said several hundred people at the National Democratic Front would hold the Aquino government responsible for the truce.

The ceasefire, the first in the history of the violent communist insurgency, has been a daily view of Philippine politicians, commentators and Aquino supporters as a major political victory for the president.

See TRUCE, Page 7

Pretoria to Impose Tough New Curbs On Press Reports of Dissent, Unrest

By William Claiborne

JOHANNESBURG — South Africa will impose sweeping restrictions Thursday on news reporting about political dissent and opposition to the government, the deputy minister for information said Wednesday.

The official, Stoffel van der Merwe, said that news reports on actions and statements in opposition to the government, including such boisterous measures as consumer boycotts and strikes, must be cleared by a cabinet minister, his deputy or designated spokesman.

"We are going into times that will be trying for you and me also," Mr. van der Merwe told a group of 14 foreign correspondents at a news conference.

The new regulations, as broadly outlined by the deputy minister, appeared to curtail dissent and opposition to the government, including such boisterous measures as consumer boycotts and strikes, must be cleared by a cabinet minister, his deputy or designated spokesman.

"We are going into times that will be trying for you and me also," Mr. van der Merwe told a group of 14 foreign correspondents at a news conference.

The new regulations, as broadly outlined by the deputy minister, appeared to curtail dissent and opposition to the government, including such boisterous measures as consumer boycotts and strikes, must be cleared by a cabinet minister, his deputy or designated spokesman.

"We are going into times that will be trying for you and me also," Mr. van der Merwe told a group of 14 foreign correspondents at a news conference.

The new regulations, as broadly outlined by the deputy minister, appeared to curtail dissent and opposition to the government, including such boisterous measures as consumer boycotts and strikes, must be cleared by a cabinet minister, his deputy or designated spokesman.

"We are going into times that will be trying for you and me also," Mr. van der Merwe told a group of 14 foreign correspondents at a news conference.

The new regulations, as broadly outlined by the deputy minister, appeared to curtail dissent and opposition to the government, including such boisterous measures as consumer boycotts and strikes, must be cleared by a cabinet minister, his deputy or designated spokesman.

"We are going into times that will be trying for you and me also," Mr. van der Merwe told a group of 14 foreign correspondents at a news conference.

The new regulations, as broadly outlined by the deputy minister, appeared to curtail dissent and opposition to the government, including such boisterous measures as consumer boycotts and strikes, must be cleared by a cabinet minister, his deputy or designated spokesman.

"We are going into times that will be trying for you and me also," Mr. van der Merwe told a group of 14 foreign correspondents at a news conference.

The new regulations, as broadly outlined by the deputy minister, appeared to curtail dissent and opposition to the government, including such boisterous measures as consumer boycotts and strikes, must be cleared by a cabinet minister, his deputy or designated spokesman.

"We are going into times that will be trying for you and me also," Mr. van der Merwe told a group of 14 foreign correspondents at a news conference

OPINION

Rumsfeld Could Win Over The Hearts of Republicans

By George F. Will

CHICAGO — Don Rumsfeld laughs easily and often and shies around in a chair in an invertebrate sprawl. Yet this former naval aviator and collegiate wrestling champion has a finesse that could make him a serious contender in the 1988 race to replace Ronald Reagan as Republican heir.

He has three advantages. He is young enough, at 54, to seem of a younger generation than George Bush or Bob Dole. He has a résumé as grand as Mr. Bush's. And because he has been almost continuously away from public life for 10 years, he is one of the Republican candidates least exposed to collateral damage if the Reagan administration is justly diminished by the Iran debacle.

Only 24 men have been elected president. Not since 1940 has a corporate executive (Wendell Willkie) been nominated. Not since 1928 has a former cabinet member (Herbert Hoover) been elected. So what makes Don Rumsfeld run? He believes that he is better qualified than the other guys.

He has been planning his 1988 race since 1984 and has been active since 1985. He believes in starting early. A grandfather, he has been married for 32 years to Joyce, whom he met when he was 14 at New Trier High School in Chicago's northern suburbs. He was a congressman at 30, and at 43 he became the youngest secretary of defense ever.

In the intervening years he was Richard Nixon's head of the Office of Economic Opportunity and of the Economic Stabilization Program, with cabinet rank; he was ambassador to NATO and Gerald Ford's White House chief of staff. He was one of the small group of young congressmen who had engineered Mr. Ford's decision as House minority leader, from which plume Mr. Ford was plucked for glory. Mr. Rumsfeld served a third president, Ronald Reagan, as special ambassador for the Middle East. His accomplishments included decreasing other countries' arms shipments to Iran. Oh, well.

In 1977 he became chief executive officer of Seale, the pharmaceutical company. He divested more than 30 of its subsidiaries, cutting employment from 20,000 to 11,000 and sending the stock price from \$12 to \$65. Fortune magazine named him one of the country's ten toughest CEOs.

At today's stage of a presidential campaign, candidates can quantify only their efforts, not results. But Mr. Rumsfeld's effort is a convincing earnest of his serious intention. This year he has made more than 185 speeches, conducted more than 130 "quiet media" events (meetings with editorial boards and the like), met with 100 congressmen and raised more than \$700,000 for his political action committee and disbursed most of it.

For what it is worth, which may be little, he comes as close as any Republican candidate to having a big-state base. Jack Kemp has only a corner of New York. Mr. Bush claims Texas but has lost two Senate races there and to Mr. Reagan in the 1980 Texas primary.

Because 1988 will be the first "open" election — no incumbent on either party's ballot — since the enactment of public financing, the starting line will be crowded. But the "megaphone effect" of Iowa and New Hampshire will winnow the field. Mr. Rumsfeld thinks, to perhaps three Republicans after the Southern regional primary that comes hard on the heels of New Hampshire.

His self-confidence is a product of the breadth of his experience in national politics. He was already in Congress when Mr. Bush arrived. His office was next door to Representative Dole's. Mr. Rumsfeld and Mr. Bush were on Mr. Ford's vice-presidential short list in 1974 when Nelson Rockefeller was chosen, and Mr. Rumsfeld was on Mr. Reagan's short list in 1980. The prospect of renewed competition with Mr. Bush does not intimidate Mr. Rumsfeld.

Washington Post Writers Group.



LETTERS TO THE EDITOR

Aiming to Maim Children

The maiming of children by any means is tragic. In Angola it appears to be random rather than deliberate. But since John P. Dauter (Letters, Dec. 3) seems to have freedom to travel in Communist-dominated areas, perhaps he will ensure that his next visit abroad is to Afghanistan, where the Russians plant explosives disguised as pens or toys, with the deliberate aim of blowing off children's hands or blinding them.

L.E. ALLWOOD, Le Chateau-d'Oléron, France.

A Bulgarian Connection?

Regarding the opinion column "A Bulgarian Connection Reappears Behind Agca's Smoking Gun" (Nov. 21):

Once again we are treated to a Claire Sterling — and a Claire Sterling-only — analysis of the latest break in what she once called "the crime of the century" and her once-in-a-lifetime story. This is, of course, the attempted assassination of Pope John Paul II and its so-called Bulgarian connection. The latest news concerns the judicial explanation of why everyone tried in the case — three Turks and three Bulgarians — was acquitted of conspiracy charges for lack of evidence. While Mr. Sterling has backtracked far in apparently conceding that the Bul-

garians may have only been "half guilty," she insists on the ongoing viability of the connection thesis, citing "points of certainty" in the 1,200-page document handed down by the court.

Unfortunately she offers only a purr of what they "hold down" to — and two key points somehow evaporated in the boiling. They are the findings that Mehmet Ali Agca was the only one to shoot the pope (which does away with the second-gunner version advanced by the investigating magistrate), and that there was no discretionary action at the time of the shooting which might have allowed Mr. Agca to escape. Both of these judicial certainties would seem to undermine any notion of a connection. And if the Bulgarian scenario was, as Ms. Sterling tells us, believed "dead as a doornail," a less distilled analysis might find it deader than ever. Such an analysis might also contain the court's finding that "Agca's statements have never received any corroborative, and have never led to any concrete results."

ROBERT KATZ, Pieve a Prescinio, Italy.

Weapons to Save Lives?

Hurrah for Ellen Goodman! ("A Dark Irony: Selling Arms to Save Lives," Dec. 5.) As we sink into the welter of political investigations, someone is fi-

Clean Water for Europe

The Europeans have never been particularly careful about ecology. Witness the slowness to adopt lead-free gasoline.

There is a beautiful opportunity now for all countries to get together and really clean up the water system based on the Rhine. Government departments have not been particularly productive in the past. The whole venture should be

turned over to private enterprise for an engineered pollution-free river system for the future. No one can continue to foul the environment without a tremendous cost to future generations.

DARCY G. RECTOR, Toronto.

Speaking the Language

Times are changing. Increasingly, the U.S. State Department's consular officers and staff speak and read the language of the country where they represent their government. Several times during the past year I have been pleasantly impressed when senior officers and their American staff spoke French, Spanish, Greek, Turkish or Arabic.

GUS STRATTON, Casablanca, Morocco.

Correction

Jack Jolls wrote (Letters, Nov. 29): "But, as it is now revealed that our Israeli go-betweens conspired to bulk the murdering militias of some \$30 million, and that these 'profits' found their way to the eminently deserving anti-Communist freedom fighters in Nicaragua, I view the affair much more benignly." He did not put quotation marks around the words "freedom fighters."

Computerized 'Junk' Mail Doesn't Offend Everybody

By Robert J. Samuelson

WASHINGTON — This holiday season is also the American high season for catalogues. I am sitting with 30 of them offering everything from teddy bears to electronic word games. They all arrived at our house in recent months. We get about 100 a year.

This bothered me. Were we such lavish consumers to attract every selling organization in America? I checked it out. We're about average. There are roughly 10 billion catalogues mailed annually, which is more than 50 for every American over 18, and the number has more than doubled since 1978.

Daniel Boorstin, the historian, has an apt phrase: "consumption communities," describing people connected by what they buy, not where they live. The modern analogue is computer communities. We are defined by the computer lists we are on: the lists for catalogues, magazines, credit cards, alumni associations, unions and trade groups.

They are windows to our pocketbooks, and almost all can be rented. Bob Castle, a major list broker, offers 40,000 lists. His biggest has 165 million Americans by age and address, but for a client selling an executive jet, he says, "I rented a list of 40 oil sheikhs in America."

American language overflows with marketing jargon: "niches," "segments" and "clusters." People are coded according to age, income, education, reading habits and spending patterns. Lists are run against each other to produce new lists with more information. Suitably grouped, Americans are fair game for catalogues, charitable solicitations, political appeals and advertising fliers. In 1985, third-class — alias "junk" — mail totaled 52 billion pieces. It is growing four times faster than other mail.

This direct-mail boom is said to cater to working women. Shopping time is scarce. Nearly 60 percent of people who order by mail or telephone are women. This pop theory is much overrated. Computers have been the dominant agent of change by making it cheaper to analyze and address Americans by groups. Direct mail's rise does not parallel the gradual increase of working women. The explosive growth was triggered in 1979 by cuts in bulk-mail rates, based on computerized presorting of letters to individual postal routes.

The computers are trying to straddle a huge schism in national culture. Americans mail individually, but their economic success rests on a mass market. By creating new groups — big enough to produce economies of scale, but small enough to seem personal — the computers seek to skirt this conflict.

This hypocrisy — marketers trying to

make us feel special, when we are not — offends some. Columnist Richard Cohen of The Washington Post recently unleashed this splendid tirade against the direct-mail avalanche: "Every day I come home to open a newly arrived stack of lies . . . The Book-of-the-Month Club tells me, in the manner of the martians, that it is sending 'a few people in Washington,' when, of course it will take anyone it can get . . . I get letters in which my name is misspelled each and every time." Yes, Richard Cohen, the whole is in danger.

Well, Richard, it's an old story. The early mail-order houses, Montgomery Ward (1872) and Sears (1888), succeeded in part by cultivating a personal bond with their customers. Confidence was essential, notes Mr. Boorstin, "to induce farmers to buy goods right across from a distant warehouse."

Many customers wrote personal letters that were answered. "I suppose you wondered why we haven't ordered anything from you since the fall," one letter to Ward's founder said. "Well, the cow kicked me arm and broke it — and besides my wife was sick and there was the doctor bill."

The premise of exclusivity does not fool most of us. We tolerate or enjoy the obvious deceptions of advertising. A friend of mine peruses catalogues while peddling an exercise bike. She is treated to the constant surprise of the commercial imagination. A place in Maine will send you a telephone shaped like a piano (you dial on the keyboard) for \$59, and then there is the \$29 Smoke Stopper from California. "A snoring sleeper can cause a loving bedmate to endure many a sleepless night . . . The snail electronic pulse which Sleep Stopper emits, each time you snore, is very light — and it goes on for only 1/100th of a second . . . But it will stop a snoring sleeper from snoring."

But the result of all this computerized marketing is a massive paradox. The point of splintering consumers into finer subdivisions is to give vent to individual differences and choices. In fact, high-tech marketing simply fosters new, more variegated styles of conformity.

There is a shortening of the half-life of fads and fashions. Nothing remains novel very long, because the tools of mass marketing accelerate the introduction of new products. Marketers pander to the rhetoric of individuality, but in the new computer communities, differences are still hard to detect. The more refined customer markets become, the faster the spread of new products. The ultimate irony of computerized merchandising is that it has made being a snob a more exhausting and exasperating exercise than ever.

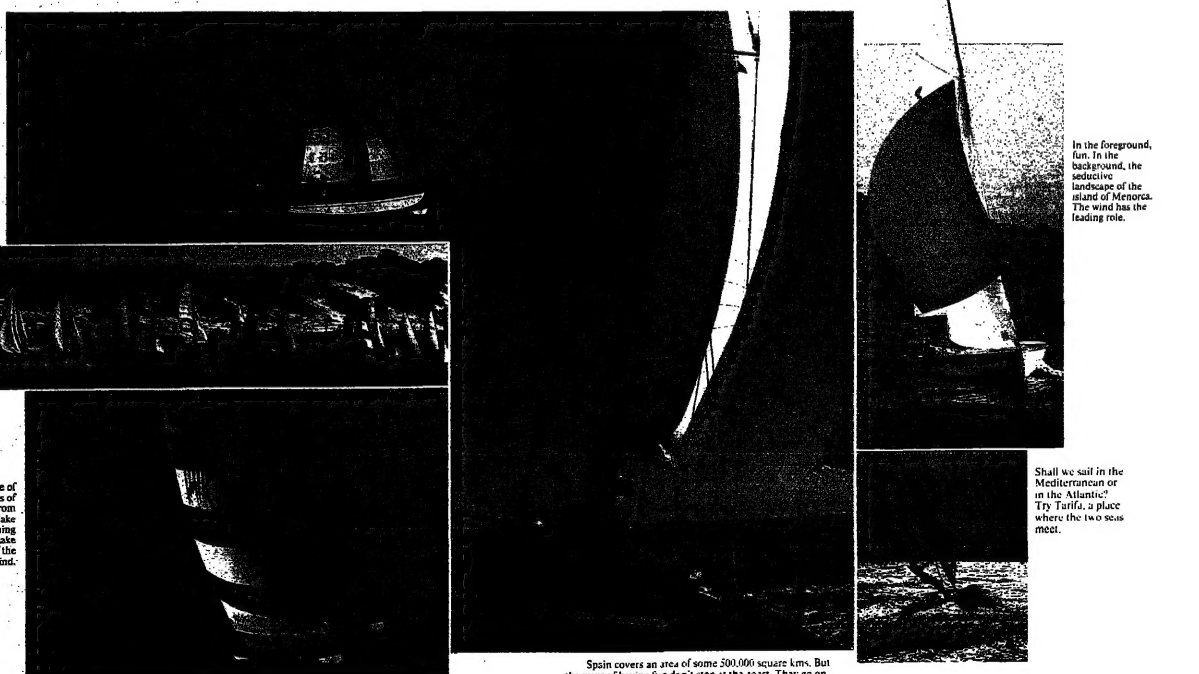
The Washington Post.

Everything under the wind.

The coast of Levante is full of surprises. Sometimes the sea itself can capture all your attention.

The Costa Brava is left behind little by little. Soon your eyes will be full of Mediterranean sea and adventure.

In the middle of Spain, hundreds of kilometers from the sea, a lake offers everything you need to make the most of the wind.



Spain covers an area of some 500,000 square kms. But the ways of having fun don't stop at the coast. They go on even further.

Where the land ends, the sea begins. And with the sea, another way to enjoy yourself in Spain.

More than 5,000 kms. of coastline offer a real paradise for water sports enthusiasts in Spain.

Go to any of the many Marinas in our country. For a small fee, you'll be able to hire a sailing-boat, catamaran or even a luxury yacht with crew thrown in.

Later drive right in and discover a new world — the other Spain where wind and sea play the leading roles. Spain has no limits. Come on in.



Spain. Everything under the sun.

IRAN: CIA Director Denies He Knew of Fund Diversion

(Continued from Page 1)

Representative Larry Smith, a Democrat of Florida, said Mr. Casey added "a lot of new characters." He added: "I think there are new avenues of inquiry as a result of the testimony."

Mr. Yaron said that Mr. Casey "did not take the Fifth Amendment" in Wednesday's testimony but that "there were some instances in which he said he could not make statements at this time."

At the White House, Mr. Reagan said at a closed meeting of 50 newly elected members of Congress that he knew nothing of the funds diversion and was determined to place the crisis behind him.

Mr. Casey had two lawyers with him at the witness table as testified before the third and final day of the Foreign Affairs Committee's hearings on the Iran affair.

Mr. Yaron said Mr. Casey "was

very vague" on the Swiss bank account into which proceeds from the arms sale allegedly destined for the Nicaraguan rebels were deposited.

The report in the New York Times said that Mr. Casey's assertion last month that only two officials, Admiral Ponder and Colonel North, knew about the operation to divert proceeds from the Iran arms sales to the Nicaraguan rebels.

Mr. Casey, The Times said, was told that the funds diversion by subordinates at the CIA "who learned to do it through the agency's intelligence gathering efforts."

The report said Mr. Casey's discovery closely coincided with the final cover American arms shipment to Iran, which was believed to have been sent in the latter half of October.

Mr. Casey, as head of the nation's spy network, has access to secret data about clandestine activities around the globe and has maintained he never knew of the diversion of funds to the Nicaraguan rebels. Some congressional leaders, including some Republicans, say Mr. Casey must have

known and have called for his dismissal.

Before Wednesday's session began, the House Intelligence Committee, House Foreign Affairs Committee, House Armed Services Committee, and House Select Committee on Assassinations, all wanted to find out whether Mr. Casey "was in the loop or outside the loop in the decision-making process."

Since the disclosure of the details of the affair Nov. 25, President Reagan has repeatedly promised Congress the administration would cooperate fully in the investigation of how up to \$30 million in profits from arms sales to Iran was diverted through a secret Swiss account to the Nicaraguan rebels at a time military aid to the rebels was banned by law.

The chief White House spokesman, Larry Speer, said Tuesday that Mr. Reagan might consent to be questioned, but only after he has had a chance to consult with his lawyers. "It will come in due course," Mr. Reagan is approached by Congress, a yet-to-be named special counsel would be named to lead a reviewing operations of the National Security Council, Mr. Speer said.

"They were the key actors in



Ambassador John H. Kelly

whole operation," Mr. Farrell said. It is very hard to conceive at this point that they were operating alone. They say they want the whole story to come out in proper time. I am sure it will, one way or another.

"I just have real reservations in my own mind that an admiral and a lieutenant colonel could, on their own, conceivably carry out a major worldwide foreign policy operation," he said.

Poll Shows Reagan Drop on Iran, Contras

By Gerald M. Boyd

NEW YORK — A New York Times-CBS News Poll indicates that about half the American public believes that President Ronald Reagan is "right" when he asserts that he had no knowledge that funds from the sale of arms to Iran were being diverted in Nicaraguan insurgents.

The poll also indicated that Mr. Reagan's job approval rating had not rebounded despite a series of recent moves by the president.

Forty-seven percent of those polled said they approved of the job Mr. Reagan was doing, a statistically insignificant difference from the 46 percent who approved in a survey one week ago that revealed a 21-point drop in his approval rating.

The latest poll, conducted among 1,036 adults Sunday and Monday, indicated how the public regarded the administration's handling of the facts concerning the "arms" aspect of the secret dealings. Fewer respondents were concerned about the decision to sell arms to Iran and even less about providing funds to the Nicaraguan insurgents.

The results indicated that the disclosure about the secret dealings could make it more difficult for the Republican presidential candidate in 1988.

In a Times-CBS News Poll in October, before such disclosures began, 33 percent of the registered voters who participated in the poll said that they would probably vote for a Republican candidate while 22 percent preferred a Democrat.

In the latest poll, 39 percent backed a Democrat and 27 percent a Republican.

The poll showed that, while there

was a large perception that Mr. Reagan was not telling the truth, 54 percent said that he had more honesty and integrity than most people in public life. Even so, that represented a drop of five percentage points from the figure in the November poll.

The poll had a margin of sampling error of plus or minus three percentage points.

Richard B. Wirthlin, the poll taker for Mr. Reagan, said that these results reflected his own internal polls, which showed that the slide in job rating approval had stabilized.

Barthelme R. Hickman, a Democratic consultant in Washington, said that the poll results underscored that Mr. Reagan's credibility, which he called the "halo" of his presidency, had suffered a serious setback.

"It has been the centerpiece in many ways and has been what people liked about him," Mr. Hickman said. "Even when they did not agree with him, they believed that he was telling the truth."

No question about whether Mr. Reagan was "lying" or "telling the truth" was asked in the previous poll, conducted Sunday, Nov. 30.

But Monday he said for the first time himself that he had no knowledge that profits from the sale of arms to Iran had been diverted to Nicaraguan insurgents.

The demoral has been central to Mr. Reagan's hope of restoring public confidence, with the president's arguing that he has moved quickly to learn all the facts and to

prevent a recurrence since learning of the secret deal.

But the poll found that 47 percent said they thought Mr. Reagan was "lying" when he said that he did not know that money from the Iranian arms sales was going to help the Nicaraguan insurgents, known as contras. Thirty-seven percent said they believed he was "telling the truth."

In the latest poll, 47 percent said they approved of Mr. Reagan's job performance and 42 percent disapproved. Last week, it was 46 percent approving and 45 percent disapproving.

The demoral has been central to Mr. Reagan's hope of restoring public confidence, with the president's arguing that he has moved quickly to learn all the facts and to

prevent a recurrence since learning of the secret deal.

But the poll found that 47 percent said they thought Mr. Reagan was "lying" when he said that he did not know that money from the Iranian arms sales was going to help the Nicaraguan insurgents, known as contras. Thirty-seven percent said they believed he was "telling the truth."

In the latest poll, 47 percent said they approved of Mr. Reagan's job performance and 42 percent disapproved. Last week, it was 46 percent approving and 45 percent disapproving.

The demoral has been central to Mr. Reagan's hope of restoring public confidence, with the president's arguing that he has moved quickly to learn all the facts and to

HEART: U.S. Doctors Adapt Back Muscle to Serve as Dog's Auxiliary Heart

(Continued from Page 1)

failure, their quality of life has remained very low. In the terminal stage, people with irreversible congestive heart failure often are bedridden and lack the strength even to brush their teeth.

Working at the University of Pennsylvania, the team of scientists headed by Dr. Stephenson has fashioned the back muscle into a pump-like pumping chamber that is lined with Gore-Tex, a synthetic material, and connected to an internal pacemaker.

By providing bursts of electricity, the pacemaker stimulates the

transformation of one type of muscle into another.

To fashion the auxiliary heart, Dr. Stephenson said, he freed the muscle from its attachment to the upper arm below the shoulder and severed its nerve and main blood supply.

In one model, he wraps the muscle around itself about two and a half times into the shape of a cylinder (15-centimeter) cone.

The transformation of one type of muscle into another is "surprising," biological fact and "very significant" because in medical school, he said you could not do that.

By providing bursts of electricity, the pacemaker stimulates the

branch of the National Heart, Lung and Blood Institute in Bethesda, Maryland.

The federal agency has financed much of Dr. Stephenson's muscle research over the last seven years.

The newest studies show that the transformed muscle undergoes major changes in biochemistry and in its mechanical characteristics that makes it more resistant to fatigue and more similar to heart muscle.

Bruno, a friendly mongrel that underwent the muscle transformation procedure four weeks ago, showed no evidence Monday of having a major to the university's medical center in Philadelphia put his hand on the animal's chest and felt the beat of the extra heart just beneath the skin.

Further experiments will be needed to refine such critical details as the proper shape of the auxiliary heart before the technique can be used in humans, Dr. Stephenson said in an interview.

He said that the additional experiments would take at least two years.

Dr. Stephenson expressed optimism that doctors could construct a pumping chamber from skeletal muscle in humans and use it either to replace or assist a diseased left ventricle.

Such surgery could be performed on any large congenital heart defect, he said, because it would not require use of a heart-lung machine.

A normal heart of a person who is at rest pumps from four to six liters (1 to 1.5 gallons) of blood each minute, but someone whose heart is failing might pump less than one liter.

The experiments on dogs suggest that a muscular auxiliary heart could pump up to 2 more liters of blood a minute, offering the potential for many people with congestive heart failure to lead a more normal life.

Because muscle is a living, contractile tissue with potential for growth during childhood, Dr. Stephenson and others believe that an infant's own skeletal muscle could play an important role in the correction of some dangerous cardiac birth defects.

For instance, Dr. Stephenson said he was working with Dr. William Norwood at Children's Hospital in Philadelphia to fashion a ventricle for newborn infants with underdeveloped heart chambers.

CHILDREN: Deaths Rising

(Continued from Page 1)

have saved the lives of an estimated 1.5 million children under five.

If immunization and oral rehydration were universally available in developing countries, the report said, about half the 14 million annual deaths of children under five could be prevented.

"The real challenge is therefore no longer scientific or technical," the report said. "It is political and social. It is the challenge of generating the political will to put today's knowledge to use on the necessary scale and at an affordable cost."

The report, however, was not so sanguine about the capacity of developing countries, especially those in Latin America and Africa, to afford to pay for even low-cost preventive health care for children.

It said that in the past five years average income in Latin America has fallen by 9 percent and in Africa, by 15 percent. The report said "deteriorating health and nutrition is widespread" among young children in Latin America and Africa.

The report said that the past three decades have been a period of "spectacular progress for children: Between 1950 and 1980 child death rates fell by 50 percent; average life expectancy rose by 30 percent; food production tripled; and school enrollment rates doubled."

The child-health crisis in Mozambique, Angola, as described by UNICEF's Dr. Roca, is a bleak exception to that record of progress.

During a preliminary southern Africa report that she said will be released in a more complete form by UNICEF early next year, Dr. Roca said it was clear that child mortality has increased dramatically in the past five years because of South Africa's "destabilization measures."

The percentage of children dying before their fifth birthday is between 10 to 15 percent higher now than it was in 1980, according to figures she quoted.

South Africa helps fund and has used its soldiers to support rebel

forces belonging to the National Union for the Total Independence of Angola, under the command of Jonas Savimbi. It also has been assisting anti-government insurgents in Mozambique in violation of a nonaggression pact it had signed with that country.

In Mozambique, according to the UNICEF report, rebels have destroyed 718 health centers and 1,000 schools since 1981. Health workers, the reports says, have been wounded, maimed, murdered and kidnapped in a campaign to keep them from treating to rural areas.

About 300,000 school children have been affected by the violence in their schools, the preliminary report says.

In Angola, 140,000 children under five died in 1984-85, according to this report.

PRETORIA:

Press Curbs Set

(Continued from Page 1)

"calculated, well-planned revolutionary onslaught" and are encouraged by press attention, which in turn may lead to violent action by opponents of the government.

"The aim of the government is not to establish a totalitarian system in South Africa. The aim is to establish free democratic processes," he said.

When asked why the government was imposing such sweeping restrictions after the level of violence in South Africa had declined steadily for six months during the state of emergency, Mr. van der Merwe said the government had intelligence information that he was not free to disclose.

Press restrictions enforced with the imposition of the state of emergency prohibit journalists from reporting on the activities of security forces without government approval, and from reporting statements deemed to be subversive or any information that could be construed as endangering public safety.

Regulations imposed later also prohibit reporters from remaining within sight of any unrest they encounter.

The new restrictions appear to broaden the definition of "unrest" and "subversion" considerably to include opposition to forced removals of residents of black townships that have been declared by the government as "abolition" and strikes with political undercurrents.

It was not clear whether newspaper editorials and commentary would be subject to the clearance requirements.

Disclosure of the new measures came after the government ordered Michael Parks, the Los Angeles Times correspondent, to leave the country by the end of the month. Diplomatic sources said the government had been angered by the newspaper's editorial criticism.

Opposition groups immediately condemned the new restrictions, and appealed to the government to reconsider them.

Barry Jammy, vice chairman of the organization Lawyers for Human Rights, said, "If the preliminary information is accurate, then the last remaining vestiges of the public's right to know what is happening will have been 'effectively destroyed'."

David Dalling, a member of Parliament and spokesman for the opposition Progressive Federal Party, said, "South Africa is moving rapidly along the slippery road of becoming no more than a tin-pot dictatorship along Third World lines."

NOBEL:

Wiesel Acceptance

(Continued from Page 1)

Stockholm on Wednesday, United Press International reported. The literature laureate was Wladimir Wiesel, 52, the Nigerian poet and playwright who was the first African to win the prize.

The medicine prize went jointly to a U.S. biochemist, Stanley Cohen, 63, of Vanderbilt University, Nashville, Tennessee, and to an Italian-American biologist, Rita Levi-Montalcini, 77, of the Institute of Cell Biology in Rome, for work on cell growth.

James McGill Buchanan, 67, of George Mason University, Virginia, became the 14th American to win the economics prize since 1969 for his theory of public choice.

The chemistry prize was shared by American Dudley Herschbach, 54, of Harvard University, Cambridge, Massachusetts; Canadian John Polanyi, 57, of the University of Toronto; and a Taiwanese-born American, Yuen Tseh-Lee, 46, of the University of California, Berkeley, for their work on gauging basic chemical reactions.

Ernst Ruska, 79, of the Fritz Haber Institute, Berlin, shared the physics award for microscope design with Gerd Binnig, 39, also of West Germany, and Heinrich Rohrer, 53, a Swiss, Mr. Binnig and Mr. Rohrer were U.S. research laboratory in Zurich.

TRUCE:

Filipinos Celebrate

(Continued from Page 1)

gent and for her policy of reconciliation with the rebels.

But the truce also has been viewed by diplomats and military analysts as a tactical victory for the underground left, which has gained an unprecedented legitimacy with the right to open an office in Manila and the issue of safe-conduct passes for up to 50 members of the National Democratic Front.

Supporters of the front now sell lapel pins bearing the flag of the outlawed organization for about \$1, and the two Communist negotiators have been appearing regularly on television talk shows and in coffee houses.

"In my personal opinion, the Communists are the winners," said a diplomat from an Asian country that experienced a Communist insurgency. "They gave up nothing, and now they have access to the media."

Rebel Army Cheered

A march through Balocod to herald the cease-fire turned into a noisy outpouring of support for the rebel New People's Army, Reuters reported Wednesday.

The rebels, led the parade, followed by carnival floats with farm workers, fishermen and labor and student groups.

Confetti fluttered down as women fought their way through the cheering crowd to embrace New People's Army leaders, and other underground officials.

Mr. Dimafelis, a former student leader who organized the rebel army in Negros Occidental Province, had not been seen in public since he went underground in 1970. He had been the most feared guerrilla leader in the province, which was one of the most active rebel areas.



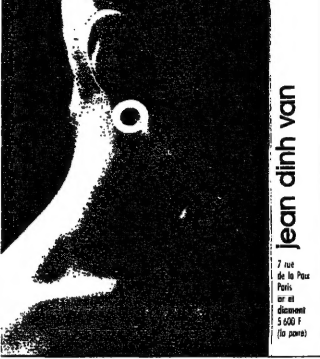
THERE'S ONLY ONE GIN FOR THE WELL-INFORMED.

From experiments on rodents, Dr. Stephenson said, researchers learned how to unmask the inherent ability of skeletal muscle to be stimulated without firing at rates similar to those of the contractions of the heart.

Dr. Stephenson said he selected a large flat muscle of the back called the latissimus dorsi that forces the arm down and back, as in swimming or climbing. The muscle is not essential and its function can be taken over by other muscles.

Dr. Stephenson said he selected a large flat muscle of the back called the latissimus dorsi that forces the arm down and back, as in swimming or climbing. The muscle is not essential and its function can be taken over by other muscles.

The constant electrical stimulation transforms the latissimus dorsi from a predominantly fast-twitch muscle into a slow-twitch muscle that is resistant to fatigue.



There's only one gin for the well-informed.

From experiments on rodents, Dr. Stephenson said, researchers learned how to unmask the inherent ability of skeletal muscle to be stimulated without firing at rates similar to those of the contractions of the heart.

Dr. Stephenson said he selected a large flat muscle of the back called the latissimus dorsi that forces the arm down and back, as in swimming or climbing. The muscle is not essential and its function can be taken over by other muscles.

Dr. Stephenson said he selected a large flat muscle of the back called the latissimus dorsi that forces the arm down and back, as in swimming or climbing. The muscle is not essential and its function can be taken over by other muscles.

The constant electrical stimulation transforms the latissimus dorsi from a predominantly fast-twitch muscle into a slow-twitch muscle that is resistant to fatigue.

Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.

Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.

Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.

Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.

Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.

Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.

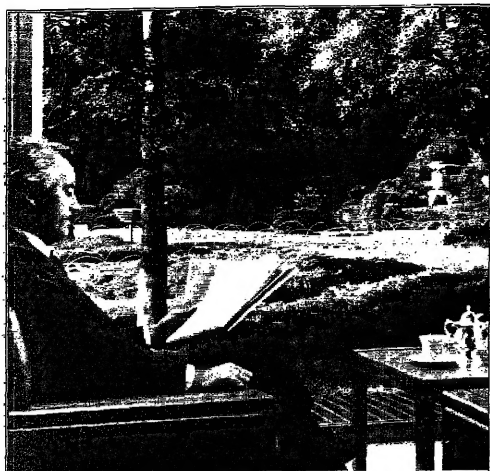
Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.

Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.

Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.

Distance can separate you from the people you care about in the States. But it doesn't have to. Just pick up the phone. You'll find that AT&T makes it easy to feel close, even when you're far apart.





The most quietly kept secret in Tokyo

Inside the walls of a traditional Japanese garden lies one of Tokyo's best kept secrets. The extraordinary service, comfort and cuisine of the Takanawa and New Takanawa Prince Hotels.

Takanawa PRINCE HOTEL

The Takanawa and New Takanawa Prince Hotels are housed in a traditional Japanese garden.

Tel: 03-2729-8866 (PRINCE) 03-2729-8867 (NEW PRINCE) FAX: 03-2729-8867

Beirut Publisher of Iran Scoop Tells of Pre-Publication Fears

By Nora Bousary
Washington Post Service

BEIRUT — Hassan Sabra, the Beirut editor who published the story that touched off the firing over U.S. arms sales to Iran, despite protests from his wife and colleagues and a kidnapping threat from Islamic fundamentalists, says he now considers it not only his best scoop but the greatest achievement of his life.

"I know it would be an important story, but I never imagined it would assume such dimensions," Mr. Sabra, 38, a Shiite Muslim from a southern Lebanese village, said in an interview on Monday. "Everybody close to me was against me — my wife, the editorial board at Ash Shira'a — but this news had to get out."

Mr. Sabra said he was also flattered to attract the attention of President Ronald Reagan — even if in a derogatory way — to the magazine he edits and partly owns. Mr. Reagan, in an interview with Time magazine last month, called Ash Shira'a "the magazine that he edits."

"I don't want to be immodest, but I really appreciate Mr. Reagan's drawing attention to my magazine, though we have vexed him," Mr. Sabra said.

"It is not an extraordinary phenomenon that a publication in our country, only known abroad now for violence and destruction, had to point such an important truth to what should be the greatest democracy of the world?"

Mr. Sabra said the idea — expressed by Reagan administration officials and others — that his publication of the explosive disclosure could hamper the release of American hostages had not crossed his mind at the time, largely because he

was so engrossed in what he saw as a power struggle in Iran.

All he could think of was that there was a radical wing in Iran seeking help. They turned to the Lebanese press as the last weapon to defend their point of view, especially, he said.

On Oct. 27, two Iranians came to the office of Ash Shira'a in the Green Line, which divides Beirut into Christian and Muslim sectors.

The Iranians, who told him about the visit of the former national security adviser, Robert C. McFarlane, to Iran, said they had come to him because "you are a personal friend of Sheikh Montazeri," Mr. Sabra said he trusted the sources, with whom he had spent time in Tehran and Ayatollah Hussein Ali Montazeri's home in Qom after Ayatollah Ruhollah Khomeini's victory over the shah.

Ayatollah Montazeri is Ayatollah Khomeini's designated successor. One week before printing the arms delivery story, Mr. Sabra received a threat that Iranian-backed guerrillas of Hezbollah, the Party of God, were planning to kidnap him for an article he had written criticizing Iran for its conduct in the Gulf.

"My wife was petrified. She pleaded with me to forget the whole thing," Mr. Sabra said. "My editors argued with me until the last minute. That is why the subject of American arms was never mentioned on the cover itself and only appeared in a subtitle written in question form on the inside. I told everyone we would discuss the problems that may arise after the issue was out."

The magazine was printed and distributed on Saturday, Nov. 1, but did not catch the attention of other journalists until Monday, a day after the release by Shiite Muslim captors of an American hostage, David P. Jacobson.

Mr. Sabra said he had trusted his source because they had offered to take him to Tehran to talk to Revolutionary Guards who were in Tehran during Mr. McFarlane's visit. "I knew the background picture to all this. There had been a will of dealings with the Americans before my friends came to me," he said.

The Revolutionary Guards had reported the presence of an American in Tehran and asked that he be flown out of the country.

But then there was a wave of arrests of supporters of Mehdi Hashemi, Ayatollah Montazeri's son-in-law and head of the office of liberation movements. Mr. Hashemi was arrested on charges of promoting activities of Iran-linked liberation movements and of jeopardizing relations with Syria and Saudi Arabia.

"Before the news broke in Beirut, there was a flurry of pamphlets in Tehran and Beirut against the ties with the Americans and attacking the United States," Mr. Sabra added. "Politicians there were aware of what was going on and sentiment was building up against the arrests."

He said the scoop had boosted Ash Shira'a's sales and that now, none of the 25,000 copies printed weekly were being returned.

Although he is an admirer of Iran's revolution, Mr. Sabra said he has often criticized its policy in the Gulf.

Karachi Police Fire at Mob; One Is killed, 40 Are Hurt

Review

KARACHI, Pakistan — The police opened fire Wednesday to stop a stone-throwing mob attacking a police station, and one man was killed and 40 were injured, doctors and witnesses said.

The trouble flared as members of the Urdu-speaking Muhajir immigrant community in Pakistan's biggest city staged a day of protest over ethnic riots last month in which at least 58 people were killed.

Witnesses said the dead man was shot through the head when he took part in a crowd attacking the police station in the suburb of Liaquatabad. However, the police said he was hit by a bullet fired by a civilian.

The crowd was seeking the release of about 100 people arrested earlier as demonstrators in four



Hassan Sabra

Lebanon, such as attacks against the United Nations peace-keeping in Lebanon and its conduct in the Gulf war.

"In writing about Mr. McFarlane's trip to Tehran, I had to be extremely careful, but it was an opportunity I could not miss," he said. "Death has become so cheap in Lebanon — but I was not afraid. Lebanon in this country are dying from stray bullets that come through their windows or from shrapnel that pierces their armored cars. The danger is there anyway."

He cited a verse from the Koran: "And death shall come to you even in fortified towers."

Agreement Reported on Monitoring Afghan Pact

New York Times Service

UNITED NATIONS — New York — Pakistan, Afghanistan and the Soviet Union have reached "full agreement" on the monitoring of a Soviet pullout, according to a U.N. official. The monitoring issue has been an obstacle in the talks on Afghanistan, and disagreement remains on the timing of a withdrawal.

The official, who spoke on condition that he not be identified, said Tuesday that the agreement provided for the monitoring of a cutoff in aid sent to Afghan insurgents through Pakistan before the pullout began and would "involve United Nations assistance."

He refused to specify details, but he said a draft containing all the "practical and technical aspects" of the monitoring procedure has been accepted by all parties.

He said the agreement was obtained through "diplomatic channels" after UN-sponsored talks between Afghanistan and Pakistan broke down in August.

Earlier Tuesday, Diego Cordoba, the U.N. official who is mediating the talks, said disagreement over a time limit for the Soviet withdrawal would be the "only issue" blocking a settlement when the talks resumed in February.

The time limit is still considered by most Pakistanis and Afghan officials to be the key issue blocking a settlement. The talks broke down in August, largely over Afghan insistence that the Soviet Union be allowed to withdraw its forces over a four-year period.

Pakistan has insisted that the withdrawal take place over four months, or as quickly as is technically feasible. Both Pakistan and the United States have said they fear an extended withdrawal would give the Russians time to crush the guerrillas once supply lines from Pakistan are cut.

Monitoring of the pullout had been one of the sorest of disagreements blocking UN attempts to arrange a Soviet pullout. The Soviet Union had demanded that a cutoff in aid be made before the pullout began, but the guerrillas observed by monitors placed along the Pakistan border and had opposed a cutoff in aid that the monitors come from a UN force.

Pakistan had insisted on similar monitoring of the Soviet pullout.

INTERNATIONAL POSITIONS

An important Brussels based organization, operating at high levels in international banking, is offering a challenging position to a

Standards & Bank Procedures Specialist

(m/f - ref. 162/HTT)

We are looking for a person who is used to work with international banking procedures, standards and forms. His knowledge in the field of banking operations covers documentary credits, Vostro accounts management, foreign exchange. He must also have data processing experience. His function will be to assist with the development of new message standards, monitor the use of existing Message Text standards and encourage their use by bankers; to develop and monitor users training.

The ideal candidate should be aged 27 to 35, fluent in English, with excellent writing and verbal skills, as well as a second language (French or German). He should have a university degree. International banking experience or consulting experience in international banking software would be extremely successful. Moreover, a highly professional, enthusiastic personality, with excellent relational skills, able to work independently and to preside meetings, presentations, workshops and conferences, will be considered a very important asset.

If you are interested, please submit your detailed resume and photo to our consultants Jerry RUBIN - Personnel Consultant - chaussée de La Hulpe 185 - 1170 Brussels. All applications will be answered. Absolute discretion is guaranteed.



INTERNATIONAL POSITIONS

TRANS EURASIA CO., LTD., HONG KONG MARKETING MANAGER

We are leading export firm of high reputation. With an aim to extending our business activities to USA & West Germany, we are in need of a competent person to take up a marketing position with our company. Applicants should have good connections with importers, mail-order houses, department stores and well familiar with products such as electronics, toys, kitchenware, novelties, garments, etc. Employment will be on contract basis with salary, sales incentives and other fringe benefits which will commensurate with experience, qualification and performance.

Interested parties should apply in confidence to: Manager Director, Trans Eurasia Co., Ltd., P.O. Box 98611, TST Post Office, Hong Kong.

ELECTRONIC SYSTEMS SITE OPERATIONS and MAINTENANCE PERSONNEL

Collins International Service Company, a wholly owned subsidiary of Rockwell International is seeking candidates for long-term assignments in the MEDCOM Region.

U.S. Nationals with current or recent technical experience in AFSC 3042s, 3072s, 5432s or equivalent would forward resumes, including salary requirements and location preference to: Ben Williams, Collins International Service Company, P.O. Box 850006, #1258, Richardson, Texas 75085-0006, United States. Equal Opportunity Employer.

Rockwell International

...where science gets down to business

EQUIPMENT PARTS MANAGER

GANNETT FLEMING, a large consulting firm, is seeking a bilingual (French/English) Mechanical Engineer or a qualified technician for a two year assignment in Cameroon. The successful candidate should have 10 years of experience in management of spare parts supplies for transport and construction equipment and experience in computerized spare parts management. Qualified candidates are invited to submit their resume to:

John G. Peterson
Director of International Projects
GANNETT FLEMING
P.O. Box 1963
Harrisburg, PA 17105
U.S.A.

We are a Brussels-based international services corporation, which is specialized in the field of computerized network applications for the banking industry. We are looking for a

Manager field co-ordination

(m/f - ref. 163/HTT)

Capable of maximizing market penetration worldwide and ensuring a good level of co-ordinated support to clients. He will also have to design and implement marketing approaches for new services and products.

The function: The manager we are looking for will set target objectives and provide status reports reflecting their attainment. He will be responsible for the planning and the control of the Department's resources and expenses, and will assess the individual performance of the staff in the various areas. Above all,

If you are interested, please submit your detailed resume and photo to our consultants Jerry RUBIN - Personnel Consultant - chaussée de La Hulpe 185 - 1170 Brussels. All applications will be answered. Absolute discretion is guaranteed.



STEP INTO THE FUTURE WITH BARCODE SCANNING

Symtec Technologies, who leaders in barcode scanning, has employed a sophisticated

area manager who is determined to make the Barcode future his very own.

You are a highly motivated self-starter who could be your opportunity to achieve the real job

satisfaction and self-fulfillment you have been seeking.

Aged between 30 and 40, fluent in English and German (and knowledge of French would be an

asset), you will be armed with a solid commercial experience in the field of P.O.S. systems, data

communications or data processing. A confirmed salesman with a determined will to succeed,

you will be able to supervise or replace at international distribution and - most importantly -

to provide the driving force to ensure that it remains a dynamic network enjoying constant growth

and expansion. Selling Barcode scanning to O.E.M.'s and entering into direct contact with the

major retailers you will be willing to travel extensively and frequently from your Base, being

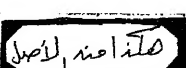
spending up to 70% of your time "on the road".

We offer an attractive salary (incl. commissions - fringe benefits - Company car). Not forgetting

the unique opportunity of realizing your full potential. Candidates who feel attracted by this unique

opening should write to: Mr. Paul Berge, Symtec Technologies International, rue de la

Liberté 10, 1050 Brussels, Belgium.



Radio Riviera 104

THE TALK OF THE RIVIERA

RIVIERA 104 is the English-language commercial radio station broadcasting 24 hours a day to the South of France.

For advertisers it is a unique opportunity to talk to some of the wealthiest people in the world:

the Côte d'Azur's visitors and residents.

From San Remo to St Tropez, the South of France tunes in daily to Radio Riviera 104 to be informed...

BBC World Service News
Stock Market Reports
Financial Updates
Exchange Rate Movements
Maritime Weather Bulletins
World Sports Coverage

to be entertained...
relaxed, modern music
professional presenters
programmes, features
Riviera reports
Celebrity Interviews
"What's On" on the Riviera

and to keep in touch with daily reports from Paris, London, Los Angeles, Bonn and Sydney.

RIVIERA 104 broadcasts in top quality stereo on two FM signals:

104.1 & 106.5 FM MHz

For information on how to advertise on RIVIERA 104, contact:

Richard Yonge
c/o "Conference International"
31, boulevard des Moulins
Monte-Carlo - MC 98000 Monaco
☎ (33) 93.25.53.07



Repatriations Raise Doubt in Hong Kong

Return of Smuggled Children to China Causing Worry for Separated Families

By Nicholas D. Kristof
New York Times Service

HONG KONG — A siren sounded at 2:45 P.M., as it does every day, and two buses slowly rolled from beneath a British flag to a Chinese one.

Fifty-five Chinese men and women who had illegally entered Hong Kong were on the buses, gliding away from families and economic opportunities in Hong Kong to the prospect of fines or prison in China.

"We sympathize with them," Joseph Cheng, the Hong Kong police officer in charge of the Man Kam To border crossing, said as he watched the daily repatriation. "But if we allowed them in, we would have many thousands coming in, and we cannot accommodate them all."

There is little debate about immigrants and no organizations in Hong Kong to help them.

And so each day Hong Kong returns to China the illegal immigrants it catches. Even though Hong Kong is itself a territory of immigrants from China, there is virtually no disagreement about the policy of searching for and returning the illegal immigrants from China.

A glimmer of doubt has arisen, however, about the practice of sending back children, even infants, who arrive illegally to join families that are already legally in Hong Kong.

The question arises because couples that are permitted to leave China for Hong Kong are normally allowed to take just one child with them. They leave their other children behind, hoping they can later be smuggled into Hong Kong to join the rest of the family.

Although some officials are said

to worry that it is harsh to break up families by sending back illegal child immigrants, the Immigration Department said it is not reviewing its policy of forced repatriation.

Indeed, the government is considering going a step further by punishing parents who permit their illegal immigrant children to stay with them. Criminal law provides a fine or imprisonment for helping illegal immigrants to exchange for money. The proposal would provide the penalties for sending them for any reason.

At least a handful of children have died when Hong Kong policemen tried to catch them as they were being smuggled in. Four children died last year, for example, when a police boat rammed and sank the flimsy boats in which they were being smuggled. And there are other cases, although the Immigration Department refuses to discuss them.

About 17,000 illegal immigrants were arrested in the first 10 months of this year, more than in all of last year. About 475 were children, slightly more than last year.

For most parents in Hong Kong, arranging for a child to be smuggled to the territory begins with the payment of a sum ranging from a few hundred dollars to \$2,000 to a smuggler who passes along part of the money to a partner on the other side of the border. A Chinese criminal gang is believed to be involved in the smuggling on both sides of the border.

The local slang for illegal immigrants is yau as, or human snakes, and those who transport them are called yau or snakeheads. The term derived from the steady way in which illegal immigrants sneak into the territory, residents said, but they acknowledge that it can be derogatory.



Hong Kong returns illegal entrants who are caught back across the border fence to China.

Although in general the attitude toward them seems to be mild sympathy, laced with mild disdain for their lack of sophistication, some Hong Kong Chinese object that illegal immigrants are not prepared to work hard but expect to be handed the riches they see around them.

The most common explanation by Hong Kong residents for their snoot is that the territory already has 5.5 million residents on just 410 square miles (about 1,062 square kilometers).

In the three years before the repatriation policy was introduced in 1980, 180,000 illegal immigrants asked to become permanent residents. Such levels of immigration are untenable, residents said.

The punishment that illegal immigrants face on their return depends on their home province. Typically they are fined about \$90, a substantial sum in China, but recently there have been reports of three-month prison sentences in some cases, to deter skilled urban

workers from leaving for Hong Kong.

Once the immigrant is in Hong Kong, the problems are not over. An illegal immigrant lacks a government identity card required for a job.

Hong Kong residents said most of the illegal immigrants are drawn by economic opportunities rather than political repression. "The main reason for illegal immigrants is that they want jobs," Cecilia Lee, a spokeswoman for the Immigration Department, said.

As U.S. Firms Divest in South Africa, Black Social Aid Is Likely to Suffer

By William Claiborne
Washington Post Staff Writer

JOHANNESBURG — One of the frequently overlooked side effects of the U.S. movement for corporate divestiture is the gradual decline of private "social responsibility" programs that have pumped hundreds of millions of dollars into improving the lives of black workers and their families in South Africa.

It is still too early to accurately gauge the social impact of the divestitures by more than 75 big American companies over the past two years to abandon their South African operations.

But as the newly installed managements of divested U.S. companies struggle to maintain operating profits, business leaders in South Africa say, social programs for black workers could increasingly become an expendable luxury.

Anti-apartheid campaigners who are opposed to punitive sanctions say they fear the worst: that hundreds of thousands of black workers will suffer not only from a retrenchment in company-sponsored social projects, but from layoffs and wage reductions as divested companies seek to become more competitive.

"It is very possible," said Helen Samman, a member of Parliament from the opposition Progressive Federal Party, "that without the impetus from abroad and the need

to show they are doing something, social programs will be forgotten."

Spokesmen for some of the major U.S. companies that have sold out to South African interests insist that the companies remain as committed as before, not only to maintaining costly social-betterment projects but to the Sullivan principles.

The principles are declarations of intent to guarantee equal opportunity in hiring and advancement and wages 50 percent greater than the minimum subsistence level for a family of five or six.

But despite the companies' stated moral commitment, the marketplace will ultimately determine the fate of social responsibility programs, industry analysts predicted.

The big, highly visible American subsidiaries that have been taken over by local management, such as General Motors Corp. and International Business Machines Corp., may for the most part retain their impressive array of social-betterment programs, analysts said.

It is the small company that supports just one or two social projects that is most likely to retrench on its commitment to black advancement, they said.

Kenneth Mason, executive director of the American Chamber of Commerce in Johannesburg, noted that there is no uncertainty when a big U.S. company simply closes its doors and leaves South Africa. The

social commitment disappears, said.

"The problem," Mr. Mason said in an interview, "lies in management takeovers of divested companies, when the new operators become more conscious of the bottom line and where the funding chain from the United States is lost."

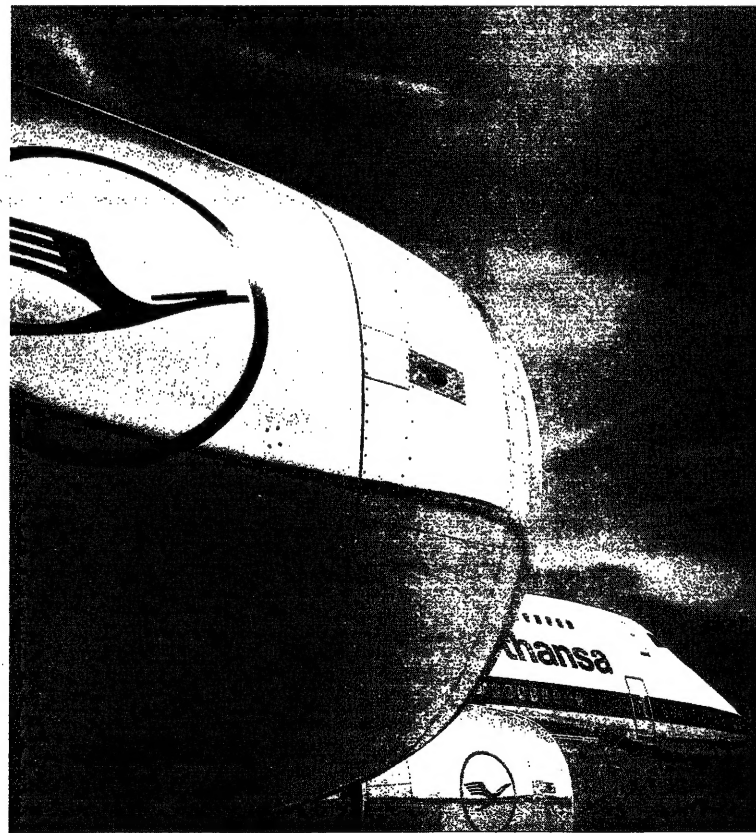
"They become shareholders, a have much more at stake in the bottom line," he said.

Companies that have signed Sullivan principles spend 5 percent to 10 percent of their total wages on promoting the advancement of black employees, eliminating job discrimination and improving living conditions in segregated black townships through housing and education projects.

A marginally profitable foreign American subsidiary may also face the burden of repaying a buyout loan to the parent company from operating profits. For such company, analysts said, the expense of social programs compounds the difficulty of competing with established local competitors that have lower cost structures.

"The history of disinvestment is that as soon as a company becomes wholly South African-owned, it tends to cut its links with Sullivan," said Lionel Grewan, executive director of the Sullivan Signatory Association in South Africa.

Every status has its symbol.



 **Lufthansa**

Nakasone: Bonus of \$27,700

TOKYO — Prime Minister Yasuhiro Nakasone received a year-end bonus Wednesday of \$27,700, as the equivalent of \$11.5 billion in bonuses was paid to 4.75 million public servants, officials said.

Mr. Nakasone, whose annual salary is \$137,000, received the largest bonus of those allotted to members of both houses of the Diet, or parliament. His share was 4.49 million yen.

Kaichi Yaguchi, chief justice of the Supreme Court, was paid the biggest bonus among unelected government officials, receiving \$27,900, officials said. Including payments in the private sector, Japanese this year will take home a total of about \$115.5 billion in year-end bonuses, officials said.

Herald Tribune

Opening for Talks in Moscow

Committee Leaders Vow to Push for an Economic Recovery

100th Anniversary

2 for 1

Take advantage of our special rates for new subscribers and we'll give you an extra month of Tribes free for each six months you subscribe. Total savings nearly 50% off the newsstand price in most European countries!

To: Subscription Manager, International Herald Tribune, 181, avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France.

Please enter my subscription for:

☐ 12 months (+ 2 months free)

☐ 6 months (+ 1 month free)

☐ 3 months (+ 2 weeks free)

☐ My check is enclosed

Please charge my:

☐ Access ☐ American Express

☐ Diners Club ☐ Eurocard

☐ Mastercard ☐ Visa

Card expiry date:

Signature:

Card account number:

Name:

Address:

City: Country:

Tel:

11-12-86

* In these countries hand delivery service is available in major cities on the publication date, for details and rates, please check here and fill in your address above.

Country	Currency	1 year	6 mos	3 mos
Austria	AS	4,800	2,400	1,400
Belgium	BFL	10,700	5,350	3,200
Denmark	DKK	2,200	1,100	650
France	FF	1,400	700	400
Germany	DM	480	240	120
Greece	Dr	20,000	10,000	6,000
Holland	FL	480	240	120
Italy	Lira	200,000	100,000	60,000
Japan	Yen	10,700	5,350	3,200
Norway	Nkr	1,400	700	400
Portugal	Esc	10,700	5,350	3,200
Spain	Ptas	26,500	13,250	8,000
Sweden	Skr	1,700	850	500
Switzerland	Sfr	480	240	120
Rest of Europe, North Africa, former French Africa, Middle East	\$	400	200	120
Rest of Africa, Gulf States, Asia	\$	300	150	90

NYSE Most Actives				
Vol.	High	Low	Last	Chg.
DEP	17 1/4	17 1/4	17 1/4	+ 1/4
AT&T	27 1/2	27 1/2	27 1/2	+ 1/4
IBM	28 1/2	28 1/2	28 1/2	+ 1/4
GE	29 1/2	29 1/2	29 1/2	+ 1/4
AMC	30 1/2	30 1/2	30 1/2	+ 1/4
IBM	31 1/2	31 1/2	31 1/2	+ 1/4
IBM	32 1/2	32 1/2	32 1/2	+ 1/4
IBM	33 1/2	33 1/2	33 1/2	+ 1/4
IBM	34 1/2	34 1/2	34 1/2	+ 1/4
IBM	35 1/2	35 1/2	35 1/2	+ 1/4
IBM	36 1/2	36 1/2	36 1/2	+ 1/4
IBM	37 1/2	37 1/2	37 1/2	+ 1/4
IBM	38 1/2	38 1/2	38 1/2	+ 1/4
IBM	39 1/2	39 1/2	39 1/2	+ 1/4
IBM	40 1/2	40 1/2	40 1/2	+ 1/4
IBM	41 1/2	41 1/2	41 1/2	+ 1/4
IBM	42 1/2	42 1/2	42 1/2	+ 1/4
IBM	43 1/2	43 1/2	43 1/2	+ 1/4
IBM	44 1/2	44 1/2	44 1/2	+ 1/4
IBM	45 1/2	45 1/2	45 1/2	+ 1/4
IBM	46 1/2	46 1/2	46 1/2	+ 1/4
IBM	47 1/2	47 1/2	47 1/2	+ 1/4
IBM	48 1/2	48 1/2	48 1/2	+ 1/4
IBM	49 1/2	49 1/2	49 1/2	+ 1/4
IBM	50 1/2	50 1/2	50 1/2	+ 1/4
IBM	51 1/2	51 1/2	51 1/2	+ 1/4
IBM	52 1/2	52 1/2	52 1/2	+ 1/4
IBM	53 1/2	53 1/2	53 1/2	+ 1/4
IBM	54 1/2	54 1/2	54 1/2	+ 1/4
IBM	55 1/2	55 1/2	55 1/2	+ 1/4
IBM	56 1/2	56 1/2	56 1/2	+ 1/4
IBM	57 1/2	57 1/2	57 1/2	+ 1/4
IBM	58 1/2	58 1/2	58 1/2	+ 1/4
IBM	59 1/2	59 1/2	59 1/2	+ 1/4
IBM	60 1/2	60 1/2	60 1/2	+ 1/4
IBM	61 1/2	61 1/2	61 1/2	+ 1/4
IBM	62 1/2	62 1/2	62 1/2	+ 1/4
IBM	63 1/2	63 1/2	63 1/2	+ 1/4
IBM	64 1/2	64 1/2	64 1/2	+ 1/4
IBM	65 1/2	65 1/2	65 1/2	+ 1/4
IBM	66 1/2	66 1/2	66 1/2	+ 1/4
IBM	67 1/2	67 1/2	67 1/2	+ 1/4
IBM	68 1/2	68 1/2	68 1/2	+ 1/4
IBM	69 1/2	69 1/2	69 1/2	+ 1/4
IBM	70 1/2	70 1/2	70 1/2	+ 1/4
IBM	71 1/2	71 1/2	71 1/2	+ 1/4
IBM	72 1/2	72 1/2	72 1/2	+ 1/4
IBM	73 1/2	73 1/2	73 1/2	+ 1/4
IBM	74 1/2	74 1/2	74 1/2	+ 1/4
IBM	75 1/2	75 1/2	75 1/2	+ 1/4
IBM	76 1/2	76 1/2	76 1/2	+ 1/4
IBM	77 1/2	77 1/2	77 1/2	+ 1/4
IBM	78 1/2	78 1/2	78 1/2	+ 1/4
IBM	79 1/2	79 1/2	79 1/2	+ 1/4
IBM	80 1/2	80 1/2	80 1/2	+ 1/4
IBM	81 1/2	81 1/2	81 1/2	+ 1/4
IBM	82 1/2	82 1/2	82 1/2	+ 1/4
IBM	83 1/2	83 1/2	83 1/2	+ 1/4
IBM	84 1/2	84 1/2	84 1/2	+ 1/4
IBM	85 1/2	85 1/2	85 1/2	+ 1/4
IBM	86 1/2	86 1/2	86 1/2	+ 1/4
IBM	87 1/2	87 1/2	87 1/2	+ 1/4
IBM	88 1/2	88 1/2	88 1/2	+ 1/4
IBM	89 1/2	89 1/2	89 1/2	+ 1/4
IBM	90 1/2	90 1/2	90 1/2	+ 1/4
IBM	91 1/2	91 1/2	91 1/2	+ 1/4
IBM	92 1/2	92 1/2	92 1/2	+ 1/4
IBM	93 1/2	93 1/2	93 1/2	+ 1/4
IBM	94 1/2	94 1/2	94 1/2	+ 1/4
IBM	95 1/2	95 1/2	95 1/2	+ 1/4
IBM	96 1/2	96 1/2	96 1/2	+ 1/4
IBM	97 1/2	97 1/2	97 1/2	+ 1/4
IBM	98 1/2	98 1/2	98 1/2	+ 1/4
IBM	99 1/2	99 1/2	99 1/2	+ 1/4
IBM	100 1/2	100 1/2	100 1/2	+ 1/4

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

NYSE Moves Sharply Higher

United Press International
NEW YORK — Prices on the New York Stock Exchange were sharply higher late Wednesday in moderate trading, boosted by a strengthening bond market and futures-related buying.
At 3 P.M., the Dow Jones industrial average was up 18.84 to 1,935.74 and advancing issues

Although most U.S. stock market tables in this edition are from the 4 P.M. close in New York, for time reasons, this article is based on the market at 3 P.M.

Volume at 3 P.M. amounted to about 117.24 million shares, compared with 108.2 million in the same period Tuesday.

Prices were mixed in active trading of American Stock Exchange issues.

Traders said strength in bond prices spilled into stock-index futures, causing arbitrageurs to sell the futures and buy the underlying stocks.

Until mid-afternoon, trading was slow and apathetic but the market managed to hold modest gains.

Peter Furniss, vice president in equity trading at Smith Barney, Harris Upham said conversation on Wall Street Wednesday focused on what will happen during the triple witching hour Dec. 19.

17. "People are trying to figure out who is set up to buy and who is on the sell side," he said. Mr. Furniss said that from the Dow's low of

Community Psychiatric was the most active NYSE-listed issue, falling 1 1/4 to 29. A block of 1.3 million shares crossed at 29.

Peter Siddoli of Drexel Burnham Lambert said some managers of trust and pension funds for nonprofit organizations may sell the stock because of tax disadvantages related to Community Psychiatric's conversion to a master limited partnership.

Blue chips were gaining. IBM, General Motors, General Electric, USX, Merck, Minnesota Mining & Manufacturing and Eastman Kodak were all higher.

United Technologies was up. The company announced a restructuring that will eliminate

Carter Hawley Hale was up $\frac{1}{2}$ to 49%. The retailer recently rebuffed a tender offer of \$60 a share from The Limited and Edward DeBartolo. The Limited was lower.

Other retailers were weak because Wall Street analysts are beginning to lower their estimates of Christmas profits. J.C. Penney was off sharply. Federated Department Stores, Sears and F.W. Woolworth were also lower.

J.P. Morgan was advancing. It declared a 2-for-1 stock split and boosted its quarterly dividend.

Borg-Warner was gaining. A group led by the investor Irwin Jacobs said it planned to ask federal antitrust regulators for clearance to boost its stake in Borg-Warner to at least 50 percent of common shares outstanding from its current share of 7.7 percent.

[illegible]

(Continued on next page)

ADVERTISEMENT

ADVERTISEMENT

Free Investor Information from International Investor III

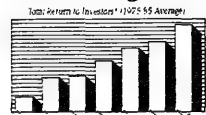
The latest information from the distinguished companies listed in this section are available to you at no charge. Simply circle the appropriate number on the coupon at the bottom of the page before Jan. 7, 1987 and the report(s) will be mailed to you by the companies involved.

Philips International B.V.

"The Benefits of Better Lighting—the Energy-Effective Way" is a new full-color, 24-page brochure put out by Philips International to create a greater awareness of the importance of high-quality lighting. Spanning a variety of lighting applications, our brochure addresses a wide public, including decision makers from all walks of life, from mayors and industrial managers to maintenance engineers and architects. A main theme of the brochure is how the use of the right modern lighting equipment makes it possible to maintain high-quality lighting and save energy and expense in the process. The literature also underlines the importance of visual performance, of visual comfort and human well-being.



Surprising PPG: Better total return to investors than some big names.



Since 1975, PPG Industries Inc. has had a higher average total return to investors than 100 of the 500 best-known, most profitable U.S. corporations. For us, the performance has shown that a balance of PPG—a major producer of glass, fiber optics, chemicals, coatings and electronic components... If you are looking for the best value for your money, PPG is the answer. For more information, contact PPG Industries Inc., Corporate Communications Dept., 1000 North 10th Street, Pittsburgh, PA 15222, USA.



The ESSILOR Group, France's leading ophthalmic optics company ONE of the THREE LEADERS WORLDWIDE. With industrial and sales activities largely devoted to the science of vision and a wide-ranging international presence, 1985 highlights: net sales 3,200 million French Francs, net income 242 million French Francs. These results were achieved in France and abroad with 9,000 employees, 16 production units, 15 sales agencies in France, 21 international subsidiaries.

HALIFAX

HALIFAX ACTION PACK

The World's No. 1 Building Society offers a range of high gross interest investment accounts and other services to investors not ordinarily resident in the U.K. for tax purposes. For details request our Action Pack below.

ERICSSON ERICSSON RADIO SYSTEMS

Ericsson is the market leader for cellular systems. Ericsson CMS cellular telephone systems are found on five continents in 22 countries. Ericsson Systems allow your communications to extend out over the sea, provide fast services to rural and boom areas, and can be successful at covering a wide area or a specific corridor. Ericsson subscriber services can be profitable too, with a payback period generally a short 2 to 5 years. Contact Ericsson Radio Systems to learn how owning an Ericsson system can be profitable for you.

Mail this coupon or send telex to: Matthew Greene/International Investor III International Herald Tribune 181 Avenue Charles-de-Gaulle 92521 Neuilly Cedex, France. Telex: 613595 F

Please send me the reports from the companies circled, at no cost or obligation. Check here: ☐ if you would like information sent to you to have your company included in our International Investor IV feature scheduled for April/May 1987. Please print your company name:

1 2 3 4 5 6

Job Title _____

Name _____

Address _____

City _____ Code _____

Country _____

IHT3

Wednesday's NYSE Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trading elsewhere.

(Continued)									
IBM	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4
AT&T	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
GE	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2
Westinghouse	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2
General Electric	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2
Rockwell International	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2
Boeing	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Lockheed	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Northrop	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Grumman	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Raytheon	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Hughes	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Rockwell International	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2
Boeing	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Lockheed	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Northrop	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Grumman	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Raytheon	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Hughes	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2

NYSE High-Lows

NEW HIGH 10									
IBM	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4	158 1/4
AT&T	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
GE	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2
Westinghouse	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2
General Electric	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2	48 1/2
Rockwell International	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2
Boeing	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Lockheed	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Northrop	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Grumman	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Raytheon	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Hughes	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Rockwell International	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2	42 1/2
Boeing	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Lockheed	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Northrop	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Grumman	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Raytheon	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2
Hughes	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2	102 1/2

U.S. Trade Deficit Hit Record in 3d Quarter

WASHINGTON — The U.S. merchandise trade deficit on a balance-of-payments basis was a record \$37.67 billion in the third quarter, the Commerce Department said on Wednesday. The record came after two quarters of smaller deficits, a revised \$35.67 billion in the second quarter, and \$36.46 billion in the first three months of 1986. The third-quarter deficit reflected a much larger gain in imports than the increase in exports. Imports rose \$2.17 billion, or 2 percent, to a record \$92.99 billion, while exports increased only \$169 million, to \$55.32 billion. The trade report on a balance-of-payments basis excludes such factors as military sales and the costs of shipping and insurance. The Commerce Department said nonpetroleum imports were up \$2 billion in the third quarter, with the largest increase coming in passenger cars from areas other than Canada.

BUSINESS ROUNDUP

Guinness Says Profit Nearly Tripled in '86

LONDON — Guinness PLC said Wednesday that it had pretax profit of £241 million (\$342 million) in the year ended Sept. 30, almost triple the 1985 figure, and it cited the strength of its main beverages business.

Revenue for the year totalled £233 billion, nearly double 1985 revenue of £119 billion, while earnings per share came to 27.4 pence. The company reported a profit of £86.1 million, or 25.2 pence a share, in 1985.

The company's chairman, Ernest Saunders, said the results reflected growth in Guinness' home brewing business and Guinness' £2.7-billion purchase this past spring of Distillers Co., Britain's largest distiller of Scotch whisky.

"We are firmly convinced that the prospects of the enlarged Guinness group are very promising," Mr. Saunders said.

In its statement, Guinness made no mention of the U.K. Department of Trade and Industry's investigation into the company's affairs.

That investigation is focusing on suspicious movements in the share prices of companies involved in the merger takeover fight for Distillers. Guinness share prices rose sharply in April, helping it beat out a rival bid by Ayrill Group PLC.

Guinness said that fiscal 1986 operating profit surged to £276 million from £81 million in the year ended Sept. 30, 1985.

The 1986 figure includes depreciation charges of £51 million. It also includes an exceptional profit of £8 million on the disposal of shares in British Petroleum Co.

Guinness said the Distillers takeover increased its debt by £700 million. But the sale of the BP shares, three hotels and three food companies raised nearly £200 million in cash, the company said.

It said U.S. and European demand for its alcohol products was strong and improving.

The company's brewing business gained market share in Britain, with sales volume of draft Guinness rising 14 percent and the total of all brands rising by 7 percent. In the United States and Europe, sales increased by one-third.

In other overseas markets, the company said it had made economic difficulties, with the depreciation of the pound resulting in an £11-million drop in sterling-denominated profits.

Distillers' total profit, including the non-spirits businesses, were £134 million in the five and a half months during which the two companies were merged, compared with £124 million for the six months to September 1985.

Holmes a Court Says Bell Needs Acquisition for Balance

PERTH, Australia — Bell Group Ltd. must make a major acquisition to restore the balance of its equity, a court has said, the company's chairman, Robert Holmes a Court, said Wednesday.

Bell Group has raised 1.8 billion Australian dollars (\$1.17 billion) in equity and deferred equity in the last 12 months, he said at the company's annual meeting.

"The result of this equity expansion is... that we are currently out of balance," he said. "Our equity base, the size of the company, has grown faster than our operating base."

Bell is expanding and investing

Recovery Seen For Japan Firms

TOKYO — Japanese corporate earnings will recover modestly in the fiscal year starting next April because of a stable yen exchange rate, rise in the price of some products and government refinancing measures, Nomura Research Institute forecast Wednesday.

Recurrent profits of all industries will rise by 13.2 percent next fiscal year, after a 17.8 percent fall this year and a 7.7 percent fall in 1985-86, according to the institute, the research unit of Nomura Securities Co.

The forecast assumes an average rate of 157 yen to the dollar next fiscal year, compared with 162 in 1986-87. It also assumes that the benchmark discount rate will be cut to 2.75 percent from the present 3 percent by March 31 and to 2.5 percent in the 1987-88 fiscal year.

AUTO: Parts Makers Rise

(Continued from first finance page)

exceptional management, a strong balance sheet and consistent, if not spectacular, earnings growth.

Some analysts noted that Genie Parts, whose effective tax rate has exceeded 48 percent in recent years, will benefit greatly from the lower corporate rates under the new tax code.

Since rising to a record \$48.375 earlier this year, Genie Parts shares have slipped a little, the stock closed Tuesday at \$44.50, down 50 cents.

Shares of Dana Corp. also set a record last week at \$36.50, up from a low of \$32.25 in late 1985. On Tuesday the stock declined 62.5 cents, to \$35.25.

The company, with headquarters in Toledo, Ohio, makes more than just replacement parts. It is also an important manufacturer of original equipment and has diversified into non-automotive lines.

In 1985 Dana earned \$2.95 a share. But analysts expect operating earnings to plunge this year because of write-offs and then to climb again in 1987.

COMPANY NOTES

Allianz Lebensversicherung AG, the life-insurance unit of the Allianz AG insurance group in West Germany, plans a one-for-10 rights issue of ordinary shares in the spring to raise 26 million Deutsche marks (\$12.3 million). It also said that a managed 9-DM dividend was likely in 1986.

BAT Industries PLC said in London that its wholly owned West German subsidiary, BATIG GmbH, had agreed to sell its home-improvements business, Puppen-Werke AG, to Swedish Match AB for about 200 million DM.

Hemmel KGaA, a West German applied-chemicals company, will buy four European subsidiaries of Beecham PLC specializing in building chemicals and do-it-yourself activities. A Beecham statement said the price is £60 million (\$59.6 million). The subsidiaries are Ceram (GmbH) in West Germany, Unifond PLC and Copypex PLC in Britain and Rubson SA in France. The Rubson stake will be 75 percent.

Hongkong Electric (Holdings) Ltd. defended its investment of 1.3 billion Hong Kong dollars (\$167 million) in Husky Oil Ltd. of Canada. The company's chairman, Sir Murray, commented after a newspaper reported that an investigation had begun to determine if the investment might raise electric power costs. Hongkong Electric Holdings and an affiliate, Huskyco Whampoa Ltd., announced last week that they would jointly invest 2.7 billion Hong Kong dollars for a 45-percent stake in Husky Oil.

Reckless PLC has agreed in principle in London to acquire Gill & Duffus Insurance (Holdings) Ltd., the holding company of the insurance group Clarkson Puckle Ltd., from Dalgely PLC for £43.1 million. Clarkson Puckle recorded a pretax profit of £2.9 million for the 18 months to June 30, 1986.

Nippon Telephone & Telegraph Ltd. is offering to the public 1.65 million shares has been oversubscribed more than six times. Of 10.5 million applications last month for the shares, 99.6 percent were from individuals and 0.4 percent from corporate clients. A lottery will be held to choose who may buy the shares.

Philips NV has sold all shares of its cable-making unit, NKT Kabel BV, to an investor consortium led by Venture Capital Investors BV. Philips spokeswoman in the Netherlands said the company would receive 125 million guilders (\$55 million) for the shares, nominally worth 1,000 gld each.

Stora Kopparbergs Bergslags AB, the Swedish forest-products group, has raised its earnings forecast for 1986 as a result of improved pulp prices and good productivity. Stora expects an improvement of 300 million kronor (about \$29 million) in its earnings, after deductions and interest, over 1985. It reported a profit of 1.13 billion kronor that year.

Chase to Sell Finnish Unit Under New Global Strategy

STOCKHOLM — A decision by Chase Manhattan Corp. of New York to sell its Finnish subsidiary is part of a new global strategy by the U.S. bank under which it will concentrate on investment banking.

John Greutz, president of Chase Manhattan Bank OY, the group's Finnish subsidiary, said that Chase was focusing more on investment banking services and could look after its Finnish customers just as well from London or New York.

The first sign of Chase's new policy came a year ago when it decided not to apply for the right to open a subsidiary in Sweden, bankers said.

In New York, a Chase Manhattan spokesman said Tuesday that the group planned to close some branches in the New York area as part of a plan to streamline its retail banking network.

A banker familiar with Chase's operations said the withdrawal from Finland was "in line with a strategy of not investing physically in commercial banking facilities where the group's long-term return targets cannot be met."

He said Chase had decided to concentrate on wholesale banking activities for customers such as major corporations and these needed investment services from London far more than commercial operations in Finland or Sweden.

In the Nordic countries, Chase also operates in Norway and Denmark. The Norwegian operation posted a loss of 11.5 million kroner (\$1.52 million) in 1985, its first loss since 1982.

Chase Norway's managing director, Luis Roussel, said 1986 would also show losses, but declined to comment on whether the Oslo operation would close.

In Copenhagen, where Chase has been profitable, Chase Denmark's manager, Andre Roelants, said the bank planned to expand its operations.

Speculation that Chase would withdraw from Finland had been rife since the bank pulled out as an active contributor on the Helsinki foreign exchange market last May, bankers said.

BUSINESS PEOPLE

Morgan Bank's Field To Head a London Unit

International Herald Tribune

Morgan Guaranty Trust Co. has named Gus Field senior adviser on all Treasury, balance and securities business for Morgan in London.

In this position, effective Feb. 1, Mr. Field will work with clients of the bank and its affiliates to expand Morgan's activities in these markets.

Succeeding Mr. Field as the head of Morgan Guaranty's London Treasury unit will be Hendrik van Riel, now vice president in charge of the bank's Belgian office in Brussels.

In this post, Mr. van Riel will be in charge of the bank's sterling and Eurocurrency units as well as foreign exchange.

Mr. Field joined Morgan in 1982 in London, where he had previously worked since 1977, with Derby Co., a subsidiary of Philip Brothers Inc. From 1964 to 1977, Mr. Field was the director in charge of the foreign-exchange and precious-metals departments at Samuel Montagu & Co.

Born in France in 1928, Mr. Field was educated in France and Britain.

First National Bank of Chicago said that Gilles Famin has been named general manager of the Paris Branch of First Chicago, replacing Francois van Keypinghen.

Mr. van Keypinghen, in charge of the branch in Paris since 1983, is moving to Chicago as head of the International Financial Institutions Department. A graduate of the University of Leuven and the University of Chicago, he has done all his banking career within First Chicago, including seven years in New York, in charge of First Chicago International.

Mr. Ramin, a graduate of L'Institut d'Etudes Politiques, was previously responsible for corporate banking at First Chicago in Paris. Before that he had different functions at Credit Lyonnais and Bankers Trust Co.

Tevaco Canada Inc. appointed Peter I. Bjor president and chief


Exxon Corp. Has Gain

On Sale of Office Stake

NEW YORK — Exxon Corp. said Wednesday it had sold its 58-percent interest in its Manhattan headquarters building to Mitsui Fudosan Inc., a subsidiary of Mitsui Real Estate Development Co., for \$610 million. Exxon said it would post a one-time fourth-quarter gain of \$346 million, or 34 cents a share on the sale.

Exxon, which owned the building jointly with Rockefeller Group Inc., said the sale was part of a broad restructuring which includes previously announced staff cuts.

Weekly net asset value
Tokyo Pacific Holdings N.V.
on December 8, 1986: U.S. \$176.69
Listed on the Amsterdam Stock Exchange
Information: Pierson, Heldring & Pierson N.V.,
Herengracht 214, 1016 BS Amsterdam.



BEAR STEARNS

We are pleased to announce that

Francois C. Mouté


has joined our firm as a

Director

Bear, Stearns International Limited

Bear, Stearns & Co. Inc.

NEW YORK • LONDON • PARIS • CHICAGO • DALLAS • LOS ANGELES • SAN FRANCISCO
HONG KONG • TOKYO • HONG KONG • LONDON • PARIS



BEAR STEARNS

We are pleased to announce the acquisition of

Chester White & Co. Limited

previously owned by

Francois C. Mouté

Bear, Stearns & Co. Inc.

NEW YORK • LONDON • PARIS • CHICAGO • DALLAS • LOS ANGELES • SAN FRANCISCO
HONG KONG • TOKYO • HONG KONG • LONDON • PARIS

HIGH SPEED

PARIS-TOKYO NON-STOP IN 12 HOURS



WE'VE NAMED IT "LE SOLEIL LEVANT": OUR NEW NON-STOP RIGHT SAVED YOU MORE THAN 2 HOURS OF TRAVEL TIME FROM PARIS TO TOKYO. AIR FRANCE IS THE ONLY EUROPEAN AIRLINE TO FLY THE DIRECT TRANS-SIBIRIAN ROUTE TO JAPAN. TO GET YOU THERE FASTER.

"LE SOLEIL LEVANT": THE EIGHTH WEEKLY FLIGHT TO JAPAN. ANOTHER EXAMPLE OF THE HIGH LEVEL OF PERFORMANCE YOU FIND WHEN YOU FLY AIR FRANCE.

AIR FRANCE
WE'RE AIMING EVEN HIGHER

With our Flexible Savings Plan, this is what it costs to change your mind.

Whichever Hill Samuel offshore fund you select to link to your Flexible Savings Plan, you can change your choice whenever you wish - without a charge.

You can also make withdrawals and reinvest the proceeds (up to twice a year) again without incurring charges.

The Plan gives you the opportunity to save a minimum of £100 or US \$125 (or equivalent) per month to build up capital, and can be linked to one or more of the Hill Samuel offshore funds which are managed from offices in Jersey or Switzerland.

The funds cover all the world's major investment markets, and, in keeping with HSIM's have a consistent performance record.

For further details, please complete and return the coupon on a d.n.

Please send me Hill Samuel Investment Management International S.A. 11 rue de la Loi 1000 - 1050 Brussels - Belgium
Telephone: 274947

Name: _____ Address: _____

I would not like a personal financial adviser to contact me with further advice without obligation HT 11/12/86 D

Hill Samuel Investment Management International
Geneva

MARKS AND SPENCER PLC

(CDRs)

The undersigned announces that on from 16th December 1986 at Koo-Anso-chole N.V., Spilstraat 172, Amsterdam the following dividends of the CDRs Marks and Spencer PLC, each representing 25 shares, will be payable with Div. 25p, 28 with Div. 1.01 (re interim dividend for the year ended 31.3.1986) 1.25p per share. Tax credit £1.275 = Div. 40 per CDR. Div. 25p, 28 with Div. 2.18 (re final dividend for the year ended 31.3.1986) 2.66p per share. Tax credit £2.27 = Div. 57 per CDR. Non-residents of the United Kingdom can only claim this tax credit when the relevant tax treaty more than facility.

AMSTERDAM DEPOSITORY COMPANY N.V.
Amsterdam, 4th December, 1986.

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.
via The Associated Press

This image shows a high-contrast, black and white scan of a document page, possibly a newspaper or magazine. The page is filled with dense, mostly illegible text arranged in columns. On the left side, there is a large, dark, irregular shape that appears to be a shadow or a large graphic element. The overall quality is poor, with significant noise and artifacts, making the text difficult to read. The layout suggests a multi-column format with various sections of text.

Investment Strategies & Opportunities on the Paris Stock Exchange

**An International Conference Sponsored by
International Herald Tribune & French Company Handbook
Paris, February 9-10, 1987**

This major conference will provide financial executives with a complete overview of the Paris Bourse's potential, including specific insights into promising industry and stock selections. It will also examine the impact of denationalization and deregulation as well as the effect of changes in the nature of the Bourse such as the introduction of new financial instruments, greater liquidity and the listings of a wide variety of new companies. To register for this timely conference, please complete and mail the registration form below.

Simultaneous translation will be provided at all times.

FEBRUARY 9
09.15 NEW TECHNIQUES OF OPERATING ON THE PARIS
BOURSE
 Xavier Dupont, President, Paris Stockbrokers' Association, Partner, Dupont-Derrant stockbrokerage firm.

10.45 **COFFEE**
10.45 **FRENCH INSTITUTIONAL INVESTOR PANEL:** Industry Group Selections for Stock Market Performance in 1987. Panel participants: Crédit Agricole, Crédit Lyonnais, Groupe Vitoras, Société Générale.

***12.15** 'Groupe' victimaire, Societe Generale.
12.45 LATEST COMPANY DEVELOPMENTS
Lunch
IS THERE A MEANINGFUL CHANGE IN NATIONAL
ATTITUDES TOWARDS BUSINESS IN FRANCE?
Guest speaker:
David de Rothschild, Chairman, Rothschild &

David de Rothschild, Chairman, Rothschild & Associés Banque

14.45 FRENCH INSTITUTIONAL INVESTOR STRATEGY AND SELECTIONS ON THE PARIS BOURSE.
Panel participants: AXA, Crédit Commercial de France, Crédit du Nord

16.15 LATEST COMPANY DEVELOPMENTS

16.45 OPPORTUNITIES IN FRENCH TECHNOLOGY
Jacques Maisonrouge, General Manager of France's Industry Ministry, former Chairman and CEO of IBM World Trade Corp.

17.30 Cocktails

Herald Tribune.
Published with The New York Times and The Washington Post

FEBRUARY 10
09.00 THE ECONOMIC OUTLOOK FOR FRANCE.
 Edouard Balladur, French Minister of Economy,
 Finance and Privatization.
40.00 Coffee

12.00 LATEST COMPANY DEVELOPMENTS

14.15 THE DEREGULATION OF FRENCH INDUSTRY AND ITS
IMPACT ON CORPORATE COMPETITIVENESS.
Alain Madelin, French Minister of Industry,
Postal/Telecommunications and Tourism

15.45 FOREIGN INSTITUTIONAL INVESTOR SELECTIONS ON THE
PARIS BOURSE
Panel moderator, **Roger Hornell** Head, European
Division, James Capel & Co., London.

d'Electricité, Compagnie Générale des Eaux, Compagnie La Hérin, Darty, Dorel, de France, Esclapart, Louis Vuitton, Rhône-Poulenc, The SBB Group, SCODE-HQ, Thomson-CSF, TOTAL, Compagnie Française des Pétroles.

FRANCIS COMPANY
HOBOKEN

REGISTRATION INFORMATION
To register, please complete and

The participation fee is FF 4950 (plus 15% VAT FF 742.50 applicable to all participants) or the equivalent in a convertible currency for each participant. Fees are payable in advance and will be reimbursed in full for any cancellation that is postmarked on or before January

Please return the registration form to: International Herald Tribune, Conference Office, 63, Long Acre, London WC2E 9JH, or telephone: (441) 836 4802 or telex: 262009

CONFERENCE LOCATION
Inter-Continental Hotel, 3 rue Castiglione, 75040 Paris, Cedex 01, France
Telephone (33)1 42.60 37.80. Telex: 220114.
A block of rooms has been reserved for conference participants.
Please contact the hotel for details.

Please contact the hotel directly
CONFERENCE REGISTRATION FORM
Please enroll the following participant for the
Paris Stock Exchange Conference.
☐ Please invoice. ☐ Cheque enclosed

SURNAME _____
FIRST NAME _____
POSITION _____

POSITION: _____

COMPANY: _____

ADDRESS: _____

CITY/COUNTRY: _____
TELEPHONE: _____ TELEFAX: _____

ADVERTISEMENT
INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) 10 Dec. 1986

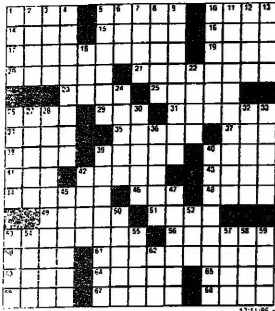
Net asset value quotations are supplied by the Funds listed with the exception of some quotes based on issue price. The marginal symbols indicate frequency of quotations supplied: (d) - daily; (w) - weekly; (b) - bi-monthly; (m) - monthly; (q) - quarterly; (y) - yearly.

MANAGEMENT	P&C MGMT. LTD. INV. ADVISERS	JARDINE FLEMING, POB 75 GPO Hq Kc	(w) London/Am-Issue Pr
------------	------------------------------	-----------------------------------	------------------------

[illegible]

DN = Deutschmark; **BF =** Belgium Franc; **FL =** Dutch Florin; **LF =** Luxembourg Franc; **ECU =** European Currency Unit; **SF =** Swiss Franc; **d-shed =** Offer Price; **b-bid change** +/-0.1% to 3% per unit; **N.A.** = Not Available; **N.H.** = Non-remitted; **C-Mov.** = Capped Mov.; **S-Sock Sell'd** = S-Sock Sell'd; **-Ex-Divld** = -Ex-Div'd; **-Ex-Rd** = -Ex-Rd; **-Gross Pctm** = Gross Percentage; **Ea-Coupon** = Formerly Yield Listed Fund L/H; **Off** = Offer Price incl. 3% article charge; **N-daily stock price** as at Amsterdam Stock Exchange

Be sure that your fund is listed in this space daily. Telex Matthew GREENE at 613595F for further information



ACROSS

1. Famous Parisian boulevard
3. Shrub with yellow flowers
5. 100 ft. high
7. 100 ft. high
9. 100 ft. high
11. 100 ft. high
13. 100 ft. high
15. 100 ft. high
17. 100 ft. high
19. 100 ft. high
21. 100 ft. high
23. 100 ft. high
25. 100 ft. high
27. 100 ft. high
29. 100 ft. high
31. 100 ft. high
33. 100 ft. high
35. 100 ft. high
37. 100 ft. high
39. 100 ft. high
41. 100 ft. high
43. 100 ft. high
45. 100 ft. high
47. 100 ft. high
49. 100 ft. high
51. 100 ft. high
53. 100 ft. high
55. 100 ft. high
57. 100 ft. high
59. 100 ft. high
61. 100 ft. high
63. 100 ft. high

DOWN

1. Famous Parisian boulevard
3. Shrub with yellow flowers
5. 100 ft. high
7. 100 ft. high
9. 100 ft. high
11. 100 ft. high
13. 100 ft. high
15. 100 ft. high
17. 100 ft. high
19. 100 ft. high
21. 100 ft. high
23. 100 ft. high
25. 100 ft. high
27. 100 ft. high
29. 100 ft. high
31. 100 ft. high
33. 100 ft. high
35. 100 ft. high
37. 100 ft. high
39. 100 ft. high
41. 100 ft. high
43. 100 ft. high
45. 100 ft. high
47. 100 ft. high
49. 100 ft. high
51. 100 ft. high
53. 100 ft. high
55. 100 ft. high
57. 100 ft. high
59. 100 ft. high
61. 100 ft. high
63. 100 ft. high

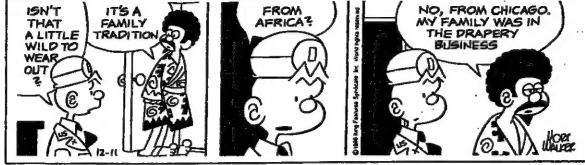
PEANUTS



BLONDIE



BEETLE BAILEY



ANDY CAPP



WIZARD OF ID



REX MORGAN



GARFIELD



BOOKS

MISSION TO CIVILIZE:
The French Way

By Mort Rosenblum, 470 pages, \$19.95.
Harcourt Brace Jovanovich, 1250 Sixth Avenue, San Diego, Calif. 92101.

Reviewed by Katherine Knorr

SOMETHING about the temperaments of the Americans and the French causes them to go after one another. Nothing that a healthy mind can understand. The French, in the way De Gaulle called it, the French leader, and no country seems to fascinate and irritate the French as much as the United States. Each country has large and small, pleasant and unpleasant myths about the other. Americans are crude boasters with no sense of history; the French are motley people who still think they inhabit a major power. Americans are all rich; the French are all idle.

Americans do not understand French foreign policy; indeed, many French intellectuals do not understand French foreign policy (when they are out of government). The French do not understand American democracy, particularly the way the American press goes around challenging the leadership (why Richard Nixon resigned has never been understood in France). This is one more than most, with the bizarre events in U.S. foreign policy fortuitously overshadowing Prime Minister Jacques Chirac's bizarre interview with The Washington Times.

Into this Hundred Year War, with its plumed helmets and periods of desecration, by Mort Rosenblum, a senior foreign correspondent for The Associated Press. A mixture of history, journalism and anecdote makes "Mission to Civilize" a useful book for Americans trying to understand why the French do what they do when they do it, and what the French do for the French who do not understand why Americans are puzzled.

This is not an installment of the French, no pretense of being definitive. "Understanding" a country is never that simple, and Rosenblum falls into some of the usual traps that foreigners fall into in any country — mostly taking things too literally. Some of the French are not so literal.

Notice that if South routinely wins the trick when East wins the trick, the club win with the queen, he cannot succeed. As Shubert pointed out, the same technique of forcing out an enemy will be used by the enemy before taking refuge in a variety of situations.

what the French do is simply not translatable; you either understand it or you don't. But the book is good reading, with lots of humor. Rosenblum clearly enjoys France and the French. He quotes French friends saying that French schools are the most French of schools; goes through the building of the empire and the winning and moves on to the Fifth Republic and the Socialist government. He looks at what has remained more or less French around the world, from the French department of Martinique to French-speaking Canada and even the French part of Louisiana. He examines recent French history, such as the debate in Algeria and the French policy in Africa.

He also looks in detail at the current problems in France: second-generation Algerian immigrants, the Greenpeace affair, the Lecomte affair, the grey story of Jean-Bedel Bokassa, the deposed Central African emperor whose diamonds figure so large in the French presidential election.

Rosenblum's thesis is that, in order to understand what the French do — for example, Chirac's policy toward Syria in the Lebanese hostage affair — one must understand that throughout history the French have felt a mission to civilize. This is a well-documented fact. The French in Africa is much more than that. The French in Africa is much more than that. The French in Africa is much more than that.

As Rosenblum catalogs recent French adventures to international problems, what emerges is a fairly well-documented foreign policy, whether the right or the left is formulating it. It is France first. And that attitude cannot but make it a country that seems to America first.

The one thing U.S. policy-makers fail to understand is that the French, rightly or wrongly, are a truly independent foreign policy. Whether they have a government of the right or left, they will not play the superpower game; they will play the right to disagree and to pursue their own ends.

Katherine Knorr is a deputy editor of the International Herald Tribune.

BRIDGE

By Alan Truscott

FEW periodicals can look back half a century in their files and find some of the best bridge writing of that time. The Bridge World, which recently republished the magazine's first issue, its October 1936 issue, is one of the best.

One that can be the Bridge World, which recently republished the magazine's first issue, its October 1936 issue, is one of the best. The Bridge World, which recently republished the magazine's first issue, its October 1936 issue, is one of the best.

Notice that if South routinely wins the trick when East wins the trick, the club win with the queen, he cannot succeed. As Shubert pointed out, the same technique of forcing out an enemy will be used by the enemy before taking refuge in a variety of situations.

He does with the same layout and the defense is helpless. East would presumably play a heart, and South would win with the ace and ruff a spade. Then he can enter his hand with a trump, ruff his own spade and return to the diamond jack. Trumps are drawn, and the ace is high. The spade king is led, and South wins the trick.

World Stock Markets

Via Agence France-Press Dec. 10
Closing prices in local currencies unless otherwise indicated.

Market	Index	Change
Amsterdam	1000	+10
London	1000	+10
Paris	1000	+10
Brussels	1000	+10
Frankfurt	1000	+10
Berlin	1000	+10
Stockholm	1000	+10
Copenhagen	1000	+10
Helsinki	1000	+10
Tallinn	1000	+10
Riga	1000	+10
Vilnius	1000	+10
Kiev	1000	+10
Moscow	1000	+10
Leningrad	1000	+10
Sverdlovsk	1000	+10
Novosibirsk	1000	+10
Omsk	1000	+10
Krasnoyarsk	1000	+10
Yekaterinburg	1000	+10
Chelyabinsk	1000	+10
Sverdlovsk	1000	+10
Novosibirsk	1000	+10
Omsk	1000	+10
Krasnoyarsk	1000	+10
Yekaterinburg	1000	+10
Chelyabinsk	1000	+10

Market	Index	Change
Amsterdam	1000	+10
London	1000	+10
Paris	1000	+10
Brussels	1000	+10
Frankfurt	1000	+10
Berlin	1000	+10
Stockholm	1000	+10
Copenhagen	1000	+10
Helsinki	1000	+10
Tallinn	1000	+10
Riga	1000	+10
Vilnius	1000	+10
Kiev	1000	+10
Moscow	1000	+10
Leningrad	1000	+10
Sverdlovsk	1000	+10
Novosibirsk	1000	+10
Omsk	1000	+10
Krasnoyarsk	1000	+10
Yekaterinburg	1000	+10
Chelyabinsk	1000	+10

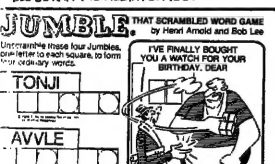
Market	Index	Change
Amsterdam	1000	+10
London	1000	+10
Paris	1000	+10
Brussels	1000	+10
Frankfurt	1000	+10
Berlin	1000	+10
Stockholm	1000	+10
Copenhagen	1000	+10
Helsinki	1000	+10
Tallinn	1000	+10
Riga	1000	+10
Vilnius	1000	+10
Kiev	1000	+10
Moscow	1000	+10
Leningrad	1000	+10
Sverdlovsk	1000	+10
Novosibirsk	1000	+10
Omsk	1000	+10
Krasnoyarsk	1000	+10
Yekaterinburg	1000	+10
Chelyabinsk	1000	+10

Market	Index	Change
Amsterdam	1000	+10
London	1000	+10
Paris	1000	+10
Brussels	1000	+10
Frankfurt	1000	+10
Berlin	1000	+10
Stockholm	1000	+10
Copenhagen	1000	+10
Helsinki	1000	+10
Tallinn	1000	+10
Riga	1000	+10
Vilnius	1000	+10
Kiev	1000	+10
Moscow	1000	+10
Leningrad	1000	+10
Sverdlovsk	1000	+10
Novosibirsk	1000	+10
Omsk	1000	+10
Krasnoyarsk	1000	+10
Yekaterinburg	1000	+10
Chelyabinsk	1000	+10

DENNIS THE MENACE



JUMBLE



WEATHER

Region	High	Low	Forecast
Europe	1000	1000	+10
Asia	1000	1000	+10
Africa	1000	1000	+10
Latin America	1000	1000	+10
North America	1000	1000	+10
Middle East	1000	1000	+10
Oceania	1000	1000	+10

مناخ العالم

